

SOAP

A Monthly Magazine
for Soapmakers

Vol. 1

JULY, 1926

No. 11

ECONOMICAL PURCHASING

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SOAP

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for Soapmakers*

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No. 11

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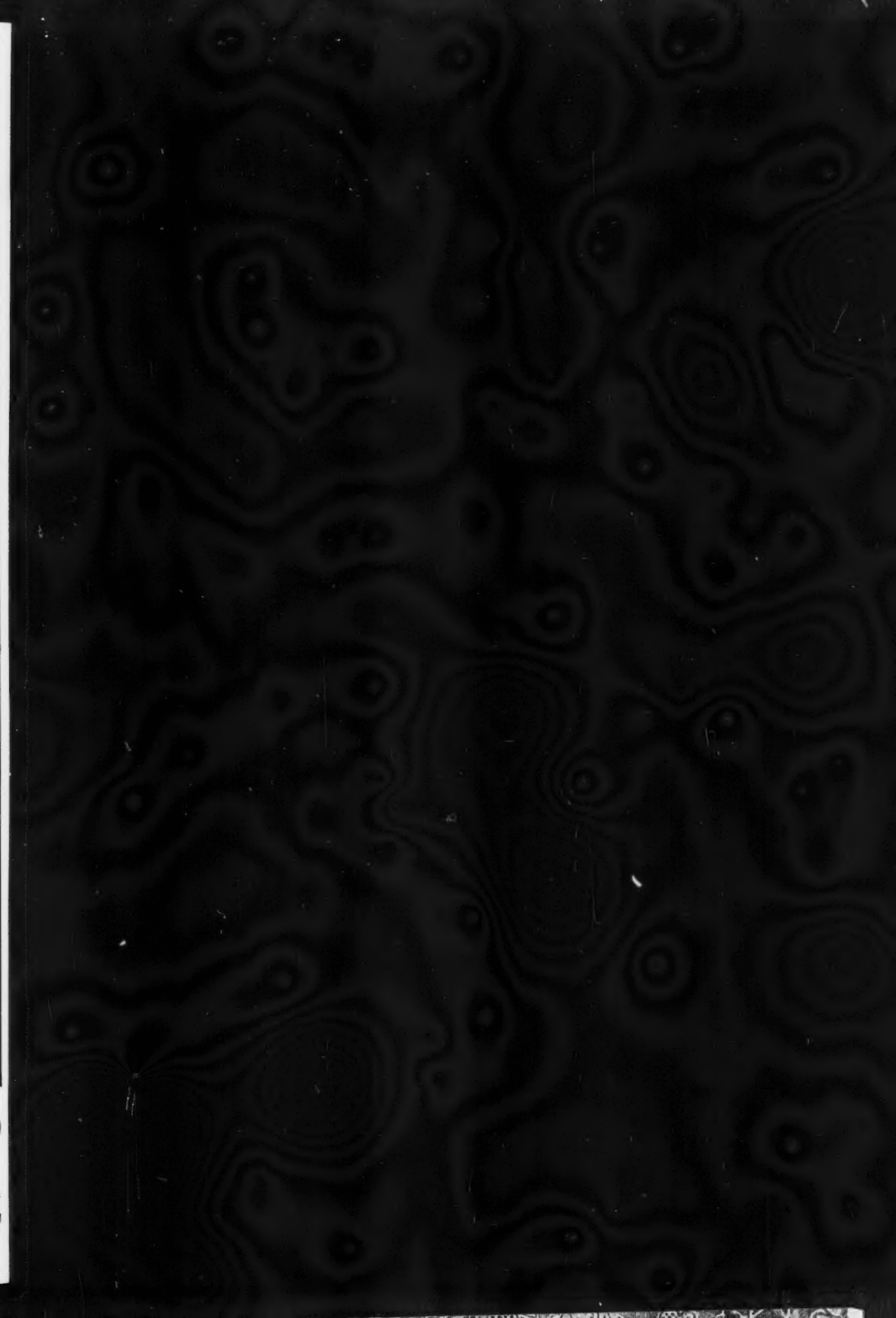
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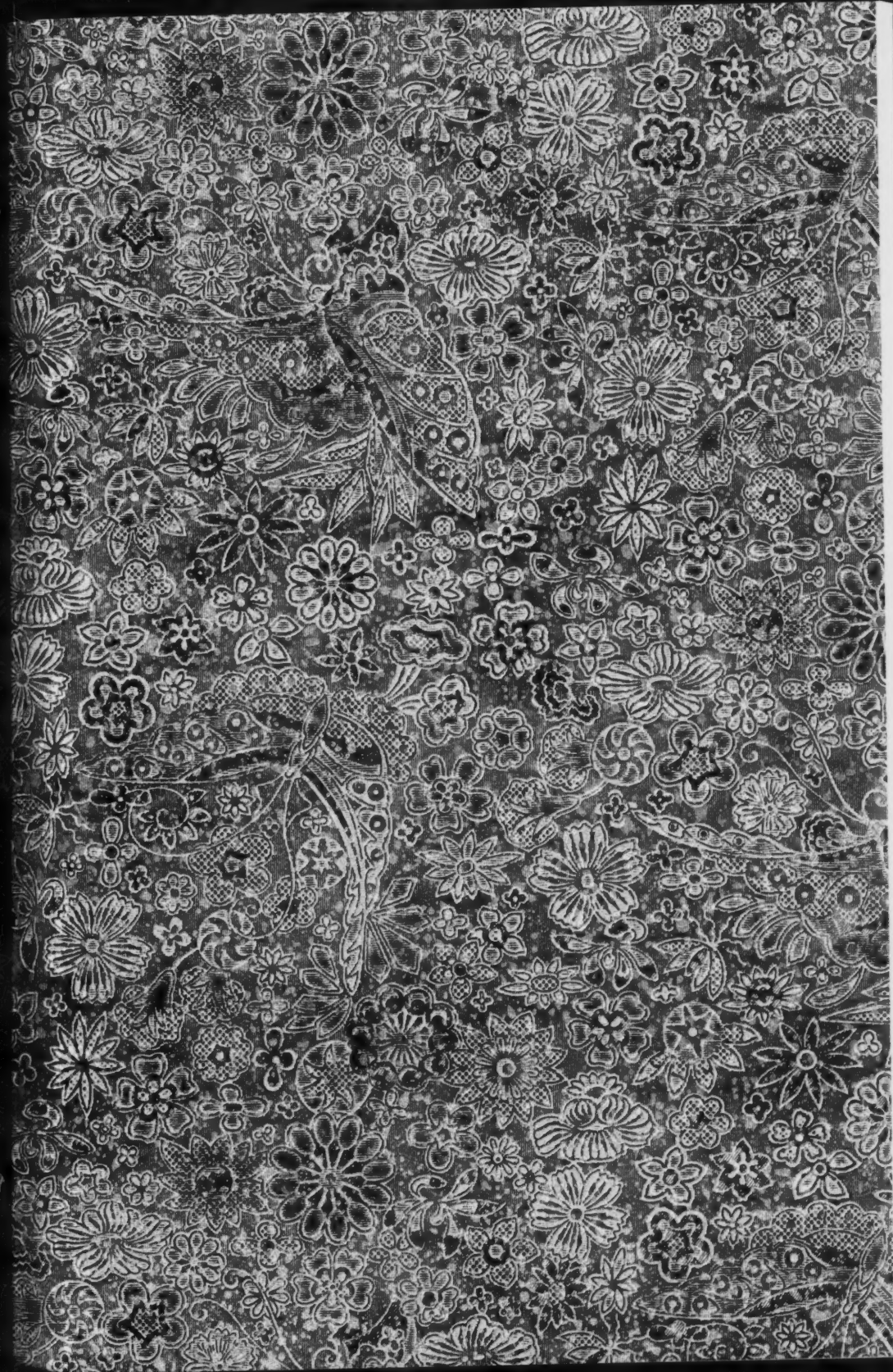
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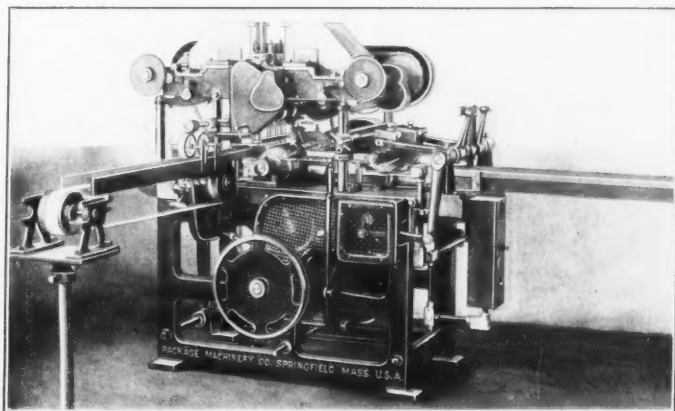
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SOAP

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Equality in Law Enforcement

That preparations labelled and billed as *liquor cresolis compositus*, U. S. P., but which do not conform to the specifications of the pharmacopoeia, are being sold, has been quite definitely established. This practice has been going on for two years and is apparently known to Government authorities. As far as is known, nothing has yet been done in the matter by the authorities.

Liquor cresolis compositus, to be U. S. P., must be made with U. S. P. cresol. The scarcity and high price of this item for some time past is quite well known to all manufacturers who have had occasion to purchase it. While there has been one price at which goods supposedly could be bought, in reality, actual purchases on the open market have been made at prices thirty to forty per cent higher. Coupled with this scarcity of cresol, has been the fact that compounds of much higher co-efficiency can be made more cheaply with other products. Although these products may have a higher germ-killing power, they do not comply with U. S. P. requirements.

During the revision of the tenth pharmacopoeia, considerable pressure was brought to bear on the revision committee to change the specifications for *liquor cresolis compositus*, but without avail. Fifty per cent cresol is specified. That the change would have been logical and helpful to manufacturers and consumers alike, has been stated, but, nevertheless, it was not made. Therefore, as long as the requirements call for cresol, no product should be sold as U. S. P. unless it conforms strictly.

By selling other than U. S. P. goods as U. S. P., certain houses have placed those who conform to the law at a marked disadvantage in the matter of price competition. Naturally, where one raw material costs three times as

much as another, the manufacturer using the high cost material cannot compete on price. If all were given the same privilege, it is a horse of entirely different hue. There is no wrong in selling special compounds as such, but to label them U. S. P., irrespective of their superior qualities, is a plain violation of the law. Maybe the next U. S. P. Committee will see the light and change the specifications, but until that time, it is only fair that the law be enforced with strict equality for all.

The man with ideas must be the directing influence in any enterprise, but ideas alone do not make for success. Only an idea carried through to completion is a success.

The Limit of Glycerin Consumption

For the first four months of 1926, the imports of glycerin were some twelve and a half million pounds. This is twice as much as was brought in last year during the same period and four times as great as 1924. At the same time, the price of dynamite glycerin closed the first half of 1926 above 27c, as compared with 18c in 1925 and 16c in 1924. If general reports are to be believed, glycerin production in the United States has not fallen off any during the past year or two. In fact, everything indicates that it has expanded quite materially.

Quite apparently there has been a much larger supply of glycerin to satisfy the demand of American consumers this year than last. In spite of a larger total of available material, the price this year stands thirty to forty per cent above 1925. This, however, up until the first of July, had not reduced consuming demand. Buyers were evidently just as willing to take goods at the high price as they were at the low. That this is not, and has not been wholly due to expanded demand for anti-freeze prod-

ucts, is indicated by the larger call for chemically pure glycerin. Fields such as tobacco, foodstuff, pharmaceutical, and allied manufacture seem to be finding use for greatly increased quantities.

That glycerin was needed and wanted at the higher prices which have prevailed for three months past is evidenced by the activity of demand in spite of prices. However, as in every commodity, there is a price limit in glycerin above which consumption is very positively discouraged. What that limit is, depends on numerous factors which are quite apparent to anybody who has studied commodity markets. The fact remains that prices which are too high, instead of being a boon to producers, are invariably harmful. Of course, control of the price is out of the province of any individual concern, although glycerin has long been a battleground for a few powder manufacturers and refiners. Nevertheless, wise heads undoubtedly will throw the weight of their influence to prevent any reduction in what is evidently a new maximum glycerin consumption. It is upon a permanent maximum demand that prosperity depends and not upon a price temporarily sustained at a high level. To force prices above what might be termed a sensible maximum, is to invite consumers to use something else.

Experience shows that the great majority of leading firms in any industry are the most persistent advertisers in their industry.

Quantity and Sales Price

In numerous products, the largest consumers are frequently the greatest speculators. The position of the consumer as a speculator is ordinarily ideal. He is the one man who can play both ends against the middle and make money doing it. When a plunger on the stock market by a nod of the head agrees to take on a thousand shares of this or that, he is not only bound in honor to accept delivery of the stock, but he would be ostracized if he refused to live up to his agreement. He plays the market to win, but if he loses, he must accept his loss.

Among commodities, particularly manufactured goods, it has long been the custom of a great many large and small buyers alike to contract for twice and even three times their requirements if the price appears right, with the idea of speculating in the excess. If the market goes up, and they can sell the excess at a profit, acceptance of delivery is never questioned. On the other hand, if lower prices come, even though they may be protected

against decline, they very often just neglect to order delivery on a large portion of the material. With the expiration of the contract period, the excess is usually forgotten.

This is speculation with a safety exit. There is the added advantage that a contract for the larger quantity usually takes a lower price as well, even though the goods are never actually delivered. Too frequently, this type of contract is made not only with the knowledge, but at the instigation of the salesman for the supplier. For the manufacturer who would keep the business of the customer another year, an attempt to enforce the full contract quantity would be fatal. He knows he would be "black-jacked" without ceremony. It is therefore business expediency to forget the past and look to future business. This, however, does not condone the practice, nor does it put it in the category of square dealing.

Recently, a large soapmaker changed his method of marketing certain soap products. The quantity contracted for makes no difference in the price. It is the quantity actually delivered each time which determines this. As a definite piece of sales progress, this move is to be commended. It re-establishes a definite ratio between actual quantity and sales price which apparently had lost much of its significance.

Because glycerin prices are up is no earthly reason why soap prices should be down.

A scientific authority recently stated that the world is far better suited for habitation by insects than by man and beast. Man's fight against disease, he said, will eventually be exclusively a war on insect life. Who said that there were too many people going into the insecticide business? Everything points to the fact that the greatest period in scientific insect extermination by the individual householder is just beginning.

While the peanut crushers were attempting recently to show the Tariff Commission how expensive it is to manufacture peanut oil in the United States, a well-known cotton oil producer listened with apparent amusement. When the peanut oil folks had finished their case, the cotton oil gentlemen apparently in all seriousness stated that the labor costs in the production of peanut oil would indicate that each peanut is personally conducted through the mill. In this day of specialization and labor unions, we may next look for the formation of the Amalgamated Brotherhood of Graduate Peanut Conductors.

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Glycerin -- What's Ahead in the Market?

*With World-Wide Stocks Short, Consumption
Continues to Expand in Spite of High Prices*

THAT the present market for glycerin is fundamentally sound and not based on speculative activity or a sudden temporary expansion of demand appears to be quite definitely established. Prices today are admittedly high, based on what consuming industries have been used to paying over the past twenty years, but judging from present conditions and what may happen, they do not seem to be greatly out of line. Consumption has increased broadly over the past two years, especially during the past year, and production the world over has failed to keep pace with the larger demand.

With the thought of greater glycerin consumption, the larger use of glycerin anti-freeze mixtures is the first thing to come to mind. However, it has not been this kind of business which has accounted for much of the consuming demand during the past four or five months. The greatest increase has apparently been in those fields which use chemically pure material. New uses have sprung up and old users have taken greatly enlarged quantities. The increased demands from the tobacco interests, particularly in cigarette manufacture, are reported to have been very heavy. Then, there are old and new uses in the toilet goods, pharmaceutical, varnish and lacquer, foodstuff and other industries which have greatly increased their requirements. The expansion has been steady for several years past. The last few months have brought conditions out in bold relief, and both consumers and producers are just beginning to appreciate what seems to be the true state of affairs.

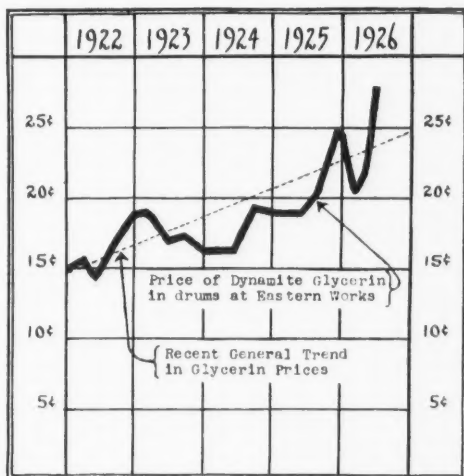
Imports of glycerin into the United States during the first half of 1925 were enormous, twice as great as last year and four times as

large as the year before. Production in the United States, although it is rather difficult to determine accurately, has certainly not shown any recession from recent years, and the general belief appears to be that thus far in 1926, it has been larger than recent previous years. In the face of these larger stocks available for consumption here, the price has climbed steadily. There are only two logical explanations

of this. Either, speculators are taking stocks off the market in very large quantities, or consuming demand has risen to unprecedented heights. That speculators may have been taking up goods with an eye to the anti-freeze demand of the coming season forcing prices very high, is possible, but not probable. Those who would know if this were true, state that it is not the case. They say the glycerin has been, and is being purchased by bona fide consumers. Their knowledge of the business of these consumers leads them to believe

that purchases have been made for consumption and not for a "flyer" in the market.

Although the more recent emphasis has been laid on demand for chemically pure glycerin, sight cannot be lost of the fact that both the manufacture and use of industrial explosives have also grown very materially over the past five or ten years. Consumption of dynamite and powders has probably never been as great in the history of this country, or perhaps of the world, as it is to-day. Building of everything from roads to houses, mining operations—all have been close to the crest for the past year or two. That powder consumption should be heavy under these conditions is to be expected,



Five Year Trend in Glycerin Prices, Showing a Steady Rise Each Year Except in 1923.

and glycerin consumption has, of necessity, followed the pace.

Then, there is that unknown quantity of the glycerin situation, the anti-freeze business. What will it be next winter? Nobody really knows. With the alcohol industry girding up its loins for the fray, with a number of new producing units in the field, with consolidation of executive organizations for greater efficiency, and with a total possible production which can literally flood the country if need be, a positive prediction regarding the anti-freeze outlook is foolhardy. Glycerin is unquestionably a superior product. Brass pipe is also superior to iron pipe, but tons of the latter are still sold because it is cheap.

If the glycerin anti-freeze business develops as expected, and when all the evidence is weighed, this seems logical—the opening of the anti-freeze season next winter may find a dearth of stocks for this purpose. That is probable unless the current scarcity is due in part to the aforementioned speculators taking out stocks for next winter's use. This is intimated to be the case in England, but whether it is true or not, is apparently any man's guess. Those who are "in the know" in the United States, however, reiterate quite positively that speculative holdings here are very limited. Europe, however, they say, is an unknown quantity which may have stocks to let out to the American market at the right time. As for the American market, if present conditions continue, the anti-freeze season will arrive without any new stock of appreciable quantities, and a shortage is very likely. Until that time, the only bearish possibility will continue to comprise European stocks, held for speculation, which may be forced on the market suddenly and prematurely in a large way—that is, *if they exist*.

A Rear View of the Market

FOREIGN crude has always been a bug-bear to American producers. As soon as the price here reached a certain level, Europe would invariably take the business a shade under American prices. Foreign crude was the most effective weapon of American buyers. Of recent months, however, this has not been the case. Germany, the last one to stay down, has come up on a parity with America. It has now become a case of getting the goods at home or abroad irrespective of price.

To trace through the market since February, gives a rather interesting series of side lights on how and why the present situation in glycerin exists and why it is more a case of supply than of price. The following is extracted from

a statement by Parsons & Petit under date of Feb. 11: "A further drop in the price of dynamite glycerin has been recorded, a transaction having taken place at 22½c. The demand has been so small, that it is rather surprising that the low price has not come quicker. It is difficult to say, whether still lower prices are yet to come. The outlook is not encouraging, but the open season for explosives is approaching, and the powder makers may shortly find it necessary, or to their advantage, to take on some of the material which has accumulated, even if they have to carry it for a while, before they have use for it. We think that the consumers generally realize that later in the year, prices are quite likely to be higher. Crude:—Saponification is scarce, as usual, and proportionately better prices are obtainable for this grade. Based on the prices paid for lye, saponification should not be worth over 16c, basis of 88%, loose, but owners are asking 17c to 17½c, and have gotten these prices, and in some cases even higher, but the quantity which has changed hands has been small. Lye has been sold at 14¾c, and 14½c, basis of 80%, loose both for prompt and forward delivery; this price is considered high, by some of the refiners, and in fact there is very little interest shown on the part of any of them. Chemically Pure:—There is a better tone to the market for this grade, than for any of the others; 25c in bulk is being well maintained."

In the March 15 issue of SOAP, the following appeared: "Some mid-western glycerin producers are reported to have sold ahead quite freely, evidently in the belief that the present market is none too certain at prevailing prices. Smaller demand and lower prices following a long period of active demand, reduced surplus, and a strong market, have apparently unsettled their confidence. The fact that they have sold forward positions indicates without question that their expectations are for lower prices. Based on information which has come to SOAP, however, their position on the short end of the market is not quite as tenable as surface indications might lead them to believe.

The United Kingdom Glycerin Association has practically removed itself as a factor in the American market during 1926. Its members do not want American business, because they have not got the stocks to take care of it. Where, not so long ago, there were up to 25,000 tons of crudes on hand in England, today the surplus stocks are practically negligible—a few hundred tons. Perhaps the association will not admit this, but the information is from a source which has an unimpeded view of the English market. Furthermore, the

glycerin producers of the United Kingdom can sell their glycerin at home at such prices that it would be to their disadvantage to quote the United States anything under 16c., duty paid at an American port.

Looking from England to the American situation—demand here continues far in excess of production. If consumers cannot secure foreign glycerin, they will quite evidently be forced to buy in the American market, and purchases will be made here at prices close to a parity with the cost of foreign goods. Because of American dependence on the foreign markets to a great extent, the situation in the United Kingdom cannot be ignored. If the situation is as it is pictured, and there is every reason to believe that this is an accurate view, there does not appear to be a great deal of strength in the position of those playing the market from the short side."

Then, more recently, from a last month's issue of the *Chemical Trade Journal* of London, the following has been taken: "A steady upward movement still characterises the market for all grades of glycerine, and there is little indication that top levels have yet been reached. The main feature of the situation is the continuance of the heavy demand from the United States. Notwithstanding the seasonal falling off in the call for distilled glycerine for anti-freeze solutions for use in automobile radiators, American buyers still continue active in the British glycerine market and important orders have been placed during the whole of the month of May. The actual situation in the United States offers many points of analogy with the situation here and on the Continent. War time accumulations of glycerine and glycerine explosives have been practically worked off, and, in those cases where small stocks still remain, they are tightly held. Production is gradually climbing back to normal in America and in the United Kingdom. On the Continent, however, and particularly in Germany, output remains appreciably below the pre-war average, and with a gradually increasing world demand for glycerine a hardening of the market was bound to occur. Whether the present level of prices can be justified on purely statistical grounds is a somewhat debatable question, but it does appear fairly certain that levels appreciably higher than those ruling during the three years, 1923 to 1925, have come to stay. So far as crude glycerine is concerned, business in the soap-lye material has been done at up to £70 per ton, naked, f.o.b. Continental port, whilst slightly higher prices have been paid to the United Kingdom producers for a round quantity during the past week. For saponification glycer-

ine, up to £80 per ton, naked, f.o.b. Continental port, has been realised. Germany has been the cheapest seller of dynamite quality glycerine, parcels having been offered at £94 10s. per ton, naked, f.o.b., but other Continental refiners are quoting £96 to £98 for the dynamite glycerine delivered under the same conditions."

A New Era in Glycerin?

THESE reports would indicate that the present glycerin position did not develop suddenly, but has been the gradual outgrowth of unusual basic conditions. If the facts as reported are true, that is, that the big buying all over the world has *not* been for speculation in anticipation of the American anti-freeze business next winter, then it appears that a new era in glycerin has begun. Granted that production is not up to pre-war levels and that it will soon be brought there under the stimulus of active demand at high prices, there is the larger consumption to be considered. Even with normal supplies, larger use in powder production, in anti-freeze solutions, and in products where C.P. goods are required, should be sufficient to completely change the status of what might be termed normal prices.

Under changed conditions, as they exist to-day, all other things being equal, dynamite glycerin appears more or less *normal* in price between 25c and 30c, crude would seem to stand between 18c and 20c, and chemically pure at 30c, or more. These prices are more indicative of a change in the importance of glycerin as a basic industrial commodity than they are of anything else. Thirty years ago when 10c was a fancy price for dynamite glycerin, the comparative commodity value was not in the product to the extent which it is to-day. Two years ago, when the price was 16c, this was also true. Changed conditions have enhanced the value of the glycerin portion of every pound of fat.

Price May React Temporarily

ALTHOUGH any market which has had a rise such as glycerin since March 15, is likely to suffer a temporary reaction at any time, the underlying factors would indicate that the general price level will stay up for some time to come. At least, until production shows better evidence of overtaking consumption than it does at present, is this true. Even when production does reach its maximum, nothing severe in the way of permanent lowering of prices is probable as long as the consuming situation does not change fundamentally from its present status.

(Continued on Page 21)

SALT CRYSTALS

FOR your own good don't fall into the error of thinking that salt is "just salt."

It may have as many disguises as Sherlock Holmes, but *International Salt* can always be identified by its pure, unvarying quality.

That is why it is used in the best industrial families—why *International Salt* is synonymous with high standard results.

Now as to *your* order.

There is a near-to-you International warehouse that ships promptly.

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SALT COMPANY, Inc.



The Soap Market in Cuba

*How the Island Produces 95% of Her Laundry Soaps
and Imports 50% of Toilet Soap Consumption—
Raw Materials and Peculiarities of the Market*

IT is estimated that the annual value of soap produced in Cuba is about five million seven hundred fifty thousand dollars. Of this amount, about \$4,000,000 is produced in Havana. One factory located in Havana has an annual output of about \$3,250,000, or a little over half of the Island's production. The next factory in size has an output of about half of this amount, so that the remaining factories have an output of about a million dollars per year. There are two or three factories both in Santiago and in Camaguey, and one in Nuevitas, while minor factories are located in Moron, Cienfuegos, Ciego de Avila, Pinar del Rio, Sagua la Grande, Artemisa, etc.

The five leading factories in Havana are as follows: Crusellas y Compania, Jaboneria, Calazado B. Aires; Sabates, Universidad 20; Riera, Roche y Compania, Velezquez 29; Antonio Agullo, de la Cruz 89; Romana y Compania, Patria 42. In Camaguey, the leading company is Valle y Compania; in Nuevitas, Pijuan y Hnos; while in Santiago are two known as La Espanola and La Campana, respectively.

Nearly all the soap manufactured in Cuba is laundry soap. The two leading factories in Havana pack this soap in cases of 90 pounds each, containing 15 bars of soap. This is distributed both in wholesale and retail quantities. In addition to the five million dollars of soap of this character, it is estimated that from \$600,000 to \$750,000 of toilet soap is produced annually. This production is limited entirely to Crusellas y Compania and Sabates. This is

mostly in low and medium grades since the local factories find themselves unable to compete with France and Spain in soaps of the high grade. The Palm Olive company, of the United States has an arrangement with Sabates whereby the plant of the latter company is utilized for production while the sales and distribution are handled by the Palm Olive Company. Aside from Crusellas and Sabates, there is no other production of toilet soap in the Island Republic.

The raw materials used in the manufacture of soap come almost entirely from the United States with the exception of grease and tallow, part of which is supplied from local sources. Nearly all the smaller factories rely on the local supply of this material for their needs. The larger companies import tallow, usually grade No. 2, in tank cars and barrels from the United States. Some fancy tallow for white soap is brought in. Brown grease is utilized and the part not supplied by local sources comes from the

United States. In addition to these products, caustic soda, rosin, soda ash, muriatic acid are also brought in largely from the United States.

The two leading plants have shops for making their boxes from box shooks which are imported from the United States and it is understood that nearly all of the soap manufacturers make their own boxes in this manner. The machinery, which consists of tanks, boilers, vats, crutches, roller conveyors, stamping machines, etc., are also said to come from the United States.

The total soap consumption of Cuba is roughly valued at \$7,000,000 annually. Of this, home manufacturers supply some \$5,750,000, most of which is laundry soap. Half of the toilet soap needs of the Republic are imported, with Spain, U. S., and France the leading suppliers. Most raw materials are imported, with the U. S. as the leading shipper, and France, Germany, and Spain next.

A survey of the Cuban soap and toilet goods market was recently completed by Assistant Trade Commissioner O. R. Strackbein at Havana. By courtesy of the Meats and Fats Section, Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, the results of the survey are given to the soap industry of the Americas through S.O.A.P.—The Editors.

The chief advantage of local manufacture is said to lie in cheapness of labor and comparatively low overhead expense. It is pointed out, for example, that in the case of a two million dollar perfumery and toilet soap corporation, the manager is paid \$5,000 a year, whereas in the United States he would receive probably from ten to twenty thousand dollars. Since the process of manufacture is comparatively simple, labor does not need to be especially highly skilled and is said to be satisfactorily efficient. At the present time, the tariff rates are not as high as the local producers feel they should be in order to offer sufficient protection. They are confidently expecting an increase in rates during the present tariff revision. In 1924, the imports of soap amounted to about \$1,200,000, most of which came from the United States. The following table shows both the quantity imported and the countries from which received, as well as the value:

Soap (Common in bars)	Quantity (pounds)	Value
United States	8,806,611	\$528,583
Germany	1,676	579
Austria	1,643	970
Belgium	4,567	200
Spain	805,075	50,328
France	917,578	49,507
Italy	32,431	11,983
United Kingdom	24,303	3,229
Canary Islands	20,790	1,065

Total	10,614,674	\$646,444
Fine Soaps	(kilos)	
United States	117,837	\$114,927
British Antea	32	33
Germany	501	439
Spain	134,392	106,611
France	107,748	122,828
Italy	244	198
United Kingdom	1,684	1,716
Ireland	166	150

Total	362,604	\$346,902
Other Soaps	(kilos)	-
United States	246,147	\$116,397
Germany	1,684	1,471
Austria	57	40
Belgium	153	825
Spain	14,985	6,700
France	106,320	59,914
United Kingdom	7,786	3,982
China	74	40

Total 377,206 \$189,369

The prices obtained by the factories range from six to nine dollars per case. Crusellas

who has an output of about 25,000 cases a month, sells for \$9.00 a case, while Sabates, who has an output of about 15,000 cases per month, sells for somewhat less.

The only by-product resulting from the manufacture of soap that is utilized in Cuba, is the glycerin. This product is not consumed locally, but is shipped to the United States. No accurate estimates were obtained on the amount produced, but between fifty and seventy-five thousand pounds per month should not be too high an estimate.

Toilet Goods and Perfumes

CRUSSELLAS and Sabates operate the only perfume plants in Cuba worthy of mention. The former produces about 30 different general toilet articles, such as perfumes, toilet soaps, face powder, hair tonic, rouge, etc., while Sabates produces toilet soap and small quantities of face powder. The total product of these two factories, including the toilet soap already referred to, is valued at about \$1,250,000 annually. This would mean from \$600,000 to \$750,000 of toilet articles other than soap. Crusellas & Compania claim a capacity of three million dollars of toilet articles per year. Under present tariff rates, however, they find themselves unable to compete with France and Spain, both in high class perfumery and in toilet soaps.

Of the raw products, the natural essential oils come from France, Spain and Italy, while the artificial oils come from the United States, Germany, Switzerland and France. The bottles come from France, and Germany, the United States today being unable to compete with France. The talcum powder comes from France and Italy and in small quantities from the United States. The paper, including card board, comes largely from the United States and Germany, while the fancy paper comes largely from France. The alcohol employed is all of Cuban production. All lithographic work is done in Cuba. Because of the severity of the competition from France and Spain, higher tariff rates are looked for through action by the Tariff Commission.

Following is a table showing the importation of perfumery and essences during 1924. It is unfortunate that these two products are not separated in the statistics:

Perfumery and Essences	(kilos)	Value
United States	409,787	\$389,258
British Antea	230	104
Argentina	134	177
Canada	272	471
Mexico	431	772
Porto Rico	263	969

	Kilos	Value
Germany	19,825	\$23,221
Austria	266	343
Belgium	171	518
Spain	31,620	35,525
France	960,356	1,228,594
Holland	1,019	949
Italy	1,527	3,366
United Kingdom	7,231	11,513
Ireland	138	200
British India	61	71
Canary Islands	343	343
Total	1,433,674	\$1,696,394

The Glycerin Market

(Continued from Page 17)

For the immediate future, the actions of large consumers speak louder than words. Those who would not buy refined at 25c some time ago, are reported to have contracted ahead at considerably higher prices. This would indicate a fear of the effect of the anti-freeze demand some few months in the offing, on top of the active demand and short stocks at present. If stocks do not improve between now and October, higher prices are looked for. A temporary lull may take place between now and September first, but it seems unlikely that anything further on the downward side can be expected in a market which is quite apparently based on a demand in excess of current production.

During 1925, the production of bergamot oil in Italy amounted to only one-half the amount of the preceding year. This short production was attended by generally poorer quality for the 400,000 lbs. which were produced, according to the Department of Commerce. The ether content of the essence was low, averaging from 35 to 37 per cent. Because of the reduced output, prices naturally were higher as expected. This tendency to rise was heightened by the fact that the bergamot producers strongly controlled their market. They are reported to have ample resources to hold out over an extended period until their demands are met.

Antoine Chiris Co., New York, have issued a map of the world showing on it the various Chiris factories in all parts of the globe and the source of essential oils produced by the house. Altogether, nineteen places on every continent except North America are shown to supply Chiris products.

Palm Oil in Sumatra

Although the production of palm oil was not started in Sumatra until 1918 and the first exporting not done until 1919 the industry has grown quickly and has become an important one for that country. A recent consular report, issued by the Department of Commerce, gives these exportation figures:

Year	Quantity
1919	180,685 kilos
1920	359,698 "
1921	2,459,451 "
1922	2,544,287 "
1923	2,716,653 "
1924	5,040,803 "
1925	6,905,594 "

Up until 1924 the United States did not buy Sumatra palm oil direct and only 165,000 kilos were shipped to this country during that year. In 1925 the United States bought more Sumatra oil than any other country, imports totaling 2,343,015 kilos.

Although French peppermint oil imports are still considerably larger than the domestic production, the French peppermint industry is progressing satisfactorily, according to a recent Department of Commerce report. Considerable quantities are being made in the region around Grasse and it is said that some oil is being produced in Brittany.

Modern methods for rosin production have been adopted by a group of Austrian producers. It is expected that 25 per cent more gum will be available during 1926 and that the finished rosin and turpentine will be of sufficiently improved quality to displace considerable imported material.

The United States exported 66,493 lbs. of glycerin, valued at \$16,319.00 during the month of April, 1926. Chile, Cuba, and Mexico were the chief consumers of American export glycerin during this period, ranking in the order given.

Geranium oil production, in Algeria, reached 40,774 pounds, in 1925, as compared with 28,652 pounds, in 1924, 19,836 pounds in 1923 and 17,632 pounds in 1922.

A patent for a non-odoriferous phenolated soap was granted to Nathan Sulzberger, New York, May 18, 1926, United States Patent No. 1,585,434.

Antoine Chiris Company

147-153 Waverly Place - - - - - New York City

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Chicago Office

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FORTY-FIVE years ago when the demand for OIL of GERANIUM ROSE increased to a point where the yields of the crops in France were insufficient to meet the increasing demands of this Oil, "CHIRIS" undertook the cultivation of the Geranium plant in Boufarik, Algeria.

The combined annual production of all the distillers in Algeria now amounts to from 40,000 to 60,000 kilos.

The consumption of this Oil is steadily increasing on account of the price having declined to a level that has not been reached in many years.

The result obtained by the use of ROSE GERANIUM in Soap Bouquets may be compared to that of Jasmin in a Perfume Extract.

We offer the Oil in original containers, as shipped from the French Colony.



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be sent direct to our Paris office.*

Color Reading of Cottonseed Oil

American Oil Chemists' Society Committee Standardizes Method With Lovibond Color Glasses

A SUGGESTED method for the color reading of normal, bleached, and off-color cottonseed oil and other vegetable oils has been formulated by the Committee on Analysis of Commercial Fats and Oils of the American Oil Chemists' Society of which W. D. Richardson of Swift & Co. is chairman. The Committee recommendations are as follows: "General.—For reading and comparing the colors of vegetable oils use is made of the well known Lovibond yellow and red color glasses. Although this method of color reading is far from perfect and the standard glasses not all that might be desired, nevertheless this method appears to be the most practical of any suggested up to the present time and also has the sanction of general and long-continued use.

Apparatus.—For making the color reading, the standard tintometer shown in the sketch attached hereto is used, all oils being read at a temperature of 21.0°C. This apparatus consists of several parts—a light tight box, a standard blue glass incandescent bulb of 150 watts, which should be changed frequently enough to maintain a fairly constant illumination, a block of magnesia directly under the optical element which receives the light from the bulb and affords a white background against which to read the color, means for supporting the column of oil to be read and the color glasses, optical part consisting of prisms and lenses which produce a split field and thus make the color comparison easier.

Reading the Color.—There are three general types of cottonseed oil on which color readings are regularly made (1) Bleached oils of very light color, (2) Prime oils which as defined by the rules of the Interstate Cottonseed Crushers Association have a color not greater than that produced by the combined Lovibond glasses 35 Yellow and 7.6 Red, and (3) Off-color oils which may have a color as high as 150 Yellow and 25 Red, or even much more than this. The oil whose color is to be read is placed in an oil bottle or in a suitable tube not less than 3/4" in diameter, and is read in a column of

5/4" depth. A corresponding bottle or tube of clear, colorless alcohol or water is placed in a duplicate bottle or tube in the holder in parallel with the oil column. The yellow and red glasses are then placed in the space above the clear bottle or tube provided for this purpose, and suitable color glasses are added or substituted until the best possible color match for the oil is obtained, with due regard both for the quality of color and the depth of shade or intensity of color.

In the case of bleached oils, the Lovibond glasses afford excellent results, and in the case of prime oils also the results are reasonably good. But off-color oils afford considerable difficulty. This is because of the fact that to match a precise quality of color, a blue or grey shade is needed in addition to the yellow and red. However, the best match possible is reported making use of the standard yellow and red glasses. Soya bean oil offers great difficulty in obtaining a correct match, as do also some samples of coconut oil.

Reporting Results.—All results are to be reported in terms of the yellow and red Lovibond glasses, thus: For a bleached cottonseed oil, 10 Yellow, 1.5 Red; for a prime cottonseed oil, 35 Yellow, 7.1 Red; for an off-color oil, 135 Yellow, 15 Red.

During the month of April, 1926, this country exported 918,793 pounds of blacking and polishes valued at \$201,714.00. The most important item in the list was shoe polish. Exports of this product were valued at \$112,310.00. Shipments of metal polishes amounted to \$25,824.00, while other blackings and polishes totaled \$63,580.00. Canada and Cuba were large purchasers of all blackings and polishes. Japan imported a large quantity of metal polishes.

It is estimated that approximately 94,000 metric tons of rosin will be produced in France during the coming season. This is between ten and fifteen per cent. higher than last season's total.

Improvement in F. F. A. Method

An improvement in the determination of free fatty acids, worked out by H. B. Battle of Montgomery, Ala., and published in a recent issue of the "Oils and Fats Review," is discussed by Mr. Battle as follows: "I am sure that oil chemists will be interested in an improvement in the determination of free fatty acid in oils. It may be already practised by some, but if so they who use it have kept it closely to themselves. In the determination as per Rule 272 Section 4 of the Interstate Cotton Seed Crushers Association, some use saturated salt solution while others prefer denatured alcohol. We have always preferred salt solution, and use a four ounce oil bottle for mixing. However, with high percentages, and we have repeatedly had oils of 10 to 20 percent the past season, it is very difficult to secure good results, and in any event it would require a long time with excessive agitation.

"A member of our laboratory staff, J. F. Duggar, Jr., has worked out a very simple modification of this determination, and the result is very satisfactory, and reduces the time for the analysis probably fifty percent if not more. It is also easier, and so simple that it is surprising it was not suggested before. Mr. Duggar has found that it is much more satisfactory to add the quarter-normal NaOH directly upon the oil in the bottle before adding the salt solution of alcohol. Neutralization proceeds quickly, and when the end-point is nearly reached, the salt solution is added and very little agitation thereafter is necessary. The end-point is then reached readily and accurately by the addition of a few tenths.

"The details of the operation, as we conduct them, are as follows: After transferring 7.05 grams oil to the four ounce bottle, the 1 percent phenolphthalein solution is added, the bottle being filled about two-thirds the way up. The NaOH is then run in, and by a very quick pendulum motion of a few inches, the oil easily mixes with the alkali. The mixture should not be allowed to extend above the middle of the bottle. The oil soon becomes fluid, and where high percentages are present, changes first to white, quickly becoming streaked with red as the end-point is reached. We prefer an incipient red all through the liquid, before adding the salt solution to about the middle of the bottle. This is now agitated strongly by covering it with the thumb, and by violent vertical movement the red color is lost. A few drops of alkali cautiously added and repeating the shaking after each addition, will soon reach the end-point and show a faint permanent pink

color. The mixture is at all times fluid, and separation promptly takes place so that the color of the salt solution can readily be observed. In our experience we find that this simple modification has brought great relief, not only in the time saved, but in the prevention of much mental as well as physical anguish."

Copra Continues Active

Latest reports from American Trade Commissioner Butler at Manila, indicate that copra is continuing active. A cable received by the Department of Commerce on June 18 states: "May copra market very active with greatly improved production and satisfactory prices fluctuating within narrow limits. Slightly stronger first half June with increase states oil values. Production substantially above normal all mills operating exporters again in market present provincial equivalent rescado delivered Manila 14 $\frac{3}{4}$ pesos picul. May deliveries 246,000 sacks."

An additional cable, received June 26, says: "Week's copra market continues steady active all factors buying but prices tending downward result reports accumulating oil stock United States. Production above normal all local mills operating. Present equivalent rescado delivered Manila 14 pesos picul."

During April copra imports amounted to 38,076,248 pounds, valued at \$2,037,389. During the same months imports of cocoanut oil amounted to \$1,629,216, involving 20,542,394 pounds of this product. The British Malays and the Philippines furnished the United States with 90% of the copra, while the Philippines furnished almost the entire supply of cocoanut oil.

England exported less soaps in April, 1926, than in previous years. Total of all soap exports for April this year were 100,514 cwt. as compared with 118,511 in 1925 and 122,059 in 1924.

International Shoe Polish Co., has been incorporated, at Lynn, Mass., with a capital of \$10,000. The incorporators were James Pouleas, Louis Andrews and Andrew G. Milton.

A branch office of Fries & Fries Co., aromatic chemical makers, Cincinnati, has been opened at 421 East 8th St., Los Angeles, in charge of V. Ansel.

Castile Soap Motion Argued

James S. Kirk & Co., Chicago soapmakers, on June 30, argued for dismissal of the complaint of the Federal Trade Commission against them in the matter of manufacturing and marketing castile soap containing other oils than olive oil. The Federal Trade Commission was requested to dismiss the complaint which was originally filed in 1918. The statement of the Commission, made May 12 last, that castile should be applied only to soaps made from olive oil without admixture of other fats or oils, was held illegal inasmuch as it amounted to prejudgment of a pending case and denied the respondent due process of law. Henry W. Beer, counsel for Kirk, presented the further contention that the damage done the company by broadcasting this official statement was irreparable and that relief should be granted Kirk & Co. by dismissing the complaint. Numerous buyers all over the country have been cancelling orders and contracts because of the bias against Kirk's soaps caused by the issuance of the order, the counsel stated. The Commission stated that the respondent was not legally entitled to have the complaint dismissed nor did it believe that a dismissal would give him any great relief.

The counsel contended that castile soap does not need to be 100 percent olive oil, but may be largely or even entirely made of coconut oil. The Kirk company has been so making it for forty years, he said, and honestly and truthfully labeling and marking it upon the cake, such as "eco hard water castile," which is considered better than olive oil castile because of the nature of water supplied in many parts of the United States. Asked by Commissioner Nugent, "Why, then, do you use the name castile?" he stated that the public had become used to the word.

George McPherson, who represented the domestic "castile" soap makers at the trade practice submittal, made a brief statement at the hearing, in which he characterized the castile controversy as not a proceeding in the public interest, but a plot instigated by a group of Boston and New York importers, whose "very profitable sales of foreign castile soap in the United States have greatly decreased on account of the success of American soap makers." He again told the commission that the reputation of castile soap had been built up, not by the importers of the foreign soap, but by the expenditure of millions of dollars by the domestic industry who have been making castile soap of coconut oil, palm oil and other oils

than olive for 50 years, and that it has been meeting with entire satisfaction. The term "castile soap" means a pure, good soap, not an olive oil soap, Mr. McPherson declared.

Edward E. Reardon, counsel for the commission, contended that there was no good reason in law or fact for dismissing the complaint, nor for returning certain papers and samples of foreign and domestic soaps filed with the commission as exhibits until the case was closed. The Kirk company asked for a return of these exhibits in its motion. It also asked in the motion that in case the motion to dismiss is denied that it be permitted to file an amended or supplementary answer. Mr. Reardon also argued against this, declaring that it would result in further delay and answer no useful purpose. The commission took the matter under advisement.

Protest Castile Ruling in Brief

A brief filed with the Federal Trade Commission on June 15 by James S. Kirk & Co., Chicago, protested against the public announcement of the Commission of its intention to limit the name "castile" to soaps made from olive oil only. Kirk states that the announcement is in fact a "cease and desist order" although not officially issued as such. As it prejudices the only issue in the case pending against Kirk & Co., the latter claims, it is an illegal announcement.

The Commission explains that the announcement was to acquaint the public with the Commission's official view as to the labeling of soap as castile and was by no means directed at any individual or company. They admit that the case has not yet been settled, but declare that if the Kirk company had agreed to abide by the Commission's announced position in the matter, the complaint against that company would have been summarily dismissed.

Declaring that the commission's position in the matter is unlawful, E. G. Holloway, president of James S. Kirk & Co., said: "This announcement and finding of fact, made as aforesaid, without a hearing on said formal complaint and unsupported by any evidence whatsoever, was and is unlawful, and not in pursuance of the authority conferred upon the Commission under section 5 of the Federal Trade Commission act, which provides, among other things, for the taking of testimony and the making of a report of the findings of fact upon competent, relevant and material evidence, and was and is violative of this Commission's own published rules of practice, particularly rules 7, 8 and 9, governing its pro-



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ceedings, established in accordance with the directions of the Congress of the United States."

Castile Soap Trial July 21

The Federal Trade Commission on July 8 denied the motion of James S. Kirk & Co., Chicago, for dismissal of the complaint against the soapmaker wherein they are charged with misbranding castile soap. With the denial of the motion, the Commission ordered that the proceeding against Kirk & Co. be brought to trial on July 21, 1926.

Look for Excess of Bergamot

An opinion on the bergamot oil outlook was given recently by Emil Fog & Figli, Messina, through their American agents, Parsons & Petit, as follows: "The prospects for this market are entirely uncertain and for the moment not very promising. Foreign buyers are still abstaining and those consumers who are not covered for their season's needs are either buying the very smallest quantities from depot or are temporarily employing substitutes. It would appear that eventually producers will be left with a good proportion of their crop on their hands when the new season commences in November. The logical result of such a situation would be to bring these people to a reasonable way of thinking and compel sales on a basis which would induce a renewal of fresh activity for this material. It is to be borne in mind that there is no reason or justification whatsoever for these continued high prices, for the stocks that were carried over and this season's production are easily sufficient to cover the world's requirements in the broadest sense. According to us, there are now available about 180,000 lbs. of bergamot oil and at the present rate of demand, we should imagine that this estimate will not be reduced by more than 30% during the next few months."

Clifton Chemical Co., New York liquid soap manufacturers, bought the business of the Sanitas Co., Brooklyn soap and disinfectant manufacturers, early last month. The Sanitas Co. had been established for thirty years. This is the third company taken over by Clifton in the past few years, the Zona Toilet Co., makers of liquid soap dispensers, having been bought in 1920, and the Star Disinfecting Co. having been taken over in 1923.

File Oil Tariff Reduction Brief

Pointing out that imports of coconut, peanut and soya bean oils have been reduced to an insignificant fraction of the amounts brought to this country, before the tariff on these oils was put into effect, a brief filed with the United States Tariff Commission by Mason Trowbridge and John B. Gordon contends that the Commission's recent investigation "clearly warrants the maximum reduction in duty possible under section 315 of the Tariff Law of 1922."

The brief states that the duties in effect at this time serve no useful purpose, that they are responsible for the lack of American export cottonseed oil business, that they prevent American labor from profitable employment and that they have removed a large volume of attractive business from American carriers. It is pointed out that the domestic soya bean and peanut oil industries are of "insignificant proportions and so incapable of expansion that no effort is warranted in that direction by the continuance in effect of prohibitive import duties on foreign competitive oils." The plight of the American consumer is made manifest and the arguments are backed up with facts and figures.

H. C. Ryland in New Building

H. C. Ryland, New York essential oil importer, manufacturer and dealer, formerly at 52 Laight St., is now established in his new quarters at 161 Water St., the Ryland Building. The new warehouse and office building is five stories high and has just been completely renovated. The company's business offices are on the ground floor, Mr. Ryland's private office occupies part of the second floor, the order filling department is located on the third floor and a laboratory is quartered on the fourth floor. Stocks of merchandise are kept on every floor, excepting the first, as well as in the basement.

Harry C. Wright, Morana, Inc., New York, is on leave of absence because of ill health. At the present time his address is 1606 Catalina Ave., R. F. D. Route No. 2, Tucson, Ariz.

Henry L. Hanson, who for several years acted as Middle Western representative for National Packaging Machinery Co., Boston, has again joined their sales organization, and on June 1 opened an office at 435 North Michigan Avenue, Chicago.

April caustic potash imports reached 675,592 pounds, valued at \$38,051.

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CHEMICALLY Pure. Snowy white crystals. Standard melting point. These are the qualities Yara-Yara should possess. Have you, like many other soap makers, been searching for such a product? Here it is. The melting point of Sachsse's Yara-Yara is high—absolutely standard. Test it yourself. Send for a sample.

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Spent \$9,113,730 Against Disease

The Rockefeller Foundation spent \$9,113,730 in fighting disease and promoting sanitary and general health conditions in 1925, according to Dr. George E. Vincent, its president, in a report recently issued. Describing the fight against malaria and its carrier, the mosquito, the report states:

"The poison so fatal to the potato bug is now being used to kill the larvae of the malaria mosquito. In 1921 a member of the staff of the United States Public Health Service announced success in poisoning larvae by sprinkling breeding areas with a powder ninety-nine parts road dust and one part paris green. The Government has recently made interesting experiments in dusting large areas from aeroplanes.

"During 1925 the International Health Board, in cooperation with the Italian Government, experimented with the new method in two towns, one in Calabria, the other in Sardinia. The paris green proved effective, cheap and safe. Mosquito breeding was practically stopped at surprisingly low costs. It was necessary to remove vegetation from the water before dust was applied. The minute particles which killed the wigglers did no harm to fish or live stock."

A request for lower freight rates on inedible tallow and animal grease shipped from Norfolk and Richmond to northern points has been filed with the Interstate Commerce Commission by the Norfolk Tallow Co. and the Richmond Refining Co. The appealing companies claim that cottonseed oil, shipped in competition from Portsmouth, receives a much lower rate, in spite of the fact that in the northeastern states tallow is given the low rate.

Cottonseed oil exports from the United States during May, 1926, totalled 1,328,700 pounds with a value of \$143,346. Coconut oil exports during the same period amounted to 1,250,137 pounds, valued at \$125,129. The outstanding purchaser of cottonseed oil was Canada, with Mexico as the leading buyer of coconut oil.

Future trading in cottonseed oil and other cottonseed products is to be regulated by the Secretary of Agriculture, if a bill, introduced in the Senate by Senator Mayfield of Texas, is successful. In this case future sales would be conducted only on designated "cotton exchanges," much as cotton sales are conducted at the present time.

Opportunities for Export

The following requests for American material have been received by the Department of Commerce, from firms abroad wishing to buy or act as agents. Further information may be obtained by writing the nearest or Washington, D. C. office of the Bureau of Foreign and Domestic Commerce, referring to the number given:

- 20,577, purchase, toilet preparations, Bolivia.
- 20,487, agency, toilet preparations, Greece.
- 20,631, agency, toilet goods, Brazil.
- 20,688, agency, toilet goods, India.
- 20,647, agency, red oil, France.
- 20,728, purchase, creosote oil, Mexico.
- 20,714, agency, toilet goods, Denmark.
- 20,872, purchase, toilet goods, England.
- 21,048, agency, laundry soaps, Dutch East Indies.
- 20,995, agency, toilet soaps, Egypt.
- 21,062, agency, polishes, Egypt.

Contracts Awarded

(See Also Page 37)

Creosote oil, 20,000 gals. awarded to American Creosoting Works, for U. S. Engineer at New Orleans at 15c gal.

Globe Soap Co. was awarded a contract for 10,000 cakes laundry soap for U. S. Engineer at Philadelphia at 5.38c per 1 lb. cake.

Wm. Waltke & Co. awarded 12,480 lbs. laundry soap at 5.01c per lb. for U. S. A. Quartermaster Dept., St. Louis. Circular 92. Cudahy Packing Co. awarded 5,580 cakes grit at 4c. Rub-No-More Co. awarded 1,008 lbs. scouring powder at 3.875c lb. J. Eavenson & Son awarded 11,000 cakes white floating soap at 3.12c ea.

Domestic exports of rosin, for May, 1926, were only 107,981 bbls. as compared with 127,606 bbls. for May, 1925. The goods sold in May, 1926, were valued at \$1,902,125, while those sold in May, 1925, brought \$1,861,997. Figures for the eleven months, ending May, 1926, show the same trend, as compared to figures for the eleven months ending May, 1925. During the eleven months, ending May, 1926, domestic exports of rosin totaled 953,647 bbls., valued at \$19,007,226. Figures for a similar period ending May, 1925, give 1,322,562 bbls. of rosin valued at \$14,721,170.



SAPOFIXIN

—♦♦—
We invite you to try our Sapofixins
in your Soaps as reinforcers.
—♦♦—

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

Lever Bros. Co. are constructing a new three story addition to the office building of their plant at East Cambridge, Mass.

♦♦♦

George L. Williams Co., Cleveland, are now occupying their new plant at 5,700 Train Ave., Cleveland. The plant faces Train Ave., and is connected with the Big Four R. R. by switch in the rear. Main office and plant for the manufacture of disinfectants, liquid soaps, insecticides, and allied products are housed in the new building.

♦♦♦

The Interstate Commerce Commission at a meeting on June 9 dismissed the complaint of Colgate & Co. concerning freight rates on certain of its products from Jersey City to Massachusetts, Rhode Island, and New Hampshire.

♦♦♦

Pacific Chemical Co., Los Angeles and San Diego, Calif., manufacturers of liquid soaps, disinfectants, insecticides, and allied products, made an offer of a free dispenser with each order for five gallons of liquid soap, in a recent issue of their house booklet, the "Pacific Sanitarian".

♦♦♦

The soap and candle plant of Frey & Cia., at Puerto Cabello, Venezuela, was almost entirely destroyed by fire on the night of May 14. The total loss was estimated at Bs. 2,000,000 (\$386,000). Whether the plant and stock were insured has not been determined. Frey & Cia. are the leading soap producers in Venezuela, according to Consul George R. Phelan of the Puerto Cabello district. They have another plant at Valencia, Venezuela.

♦♦♦

The \$25,000 dental hygiene educational contest of E. R. Squibb & Sons resulted in the granting of the first prize of \$2,000 to Mrs. Jefferson Jenkins Tarboro, N. C. The second prize of \$1,500 went to Miss Lulu B. Motley, Washington, D. C.

National Pesticide Co., Chicago, exterminators and manufacturers of insecticides, published an interesting short article on the "House Ant" in a recent issue of its monthly bulletin, "The Pest".

♦♦♦

A window display of "Flit," the insecticide product of the Standard Oil Co. of N. J., was recently awarded first prize in a contest for displays for use in 1926 conducted by the Window Display Advertising Association. The display featured the famous Bud Fisher cartoon characters, Mutt and Jeff. It will be on display at the meeting of the Associated Advertising Clubs of the World to be held in conjunction with the Sesquicentennial Celebration at Philadelphia.

♦♦♦

At the annual convention of the National Association of Office Managers at Swampscott, Mass., June 4, A. P. MacIntyre of Lever Bros. Co. was elected president of the organization.

♦♦♦

The Selig Company of Atlanta will start building operations on a factory addition in the near future which is estimated will cost \$75,000 to \$85,000.

♦♦♦

Because of certain alleged misrepresentations in the sale of their "La-Mar Reducing Soap," the La-Mar Laboratories, Cleveland, Ohio, have been denied the use of the mails, according to a report from Washington.

♦♦♦

A new corporation in the Chicago soap field is the Thoro Corp., 217 W. Huron St., which has been incorporated with a capital of \$110,000. The incorporators are E. D. Weary, P. R. Durdy and H. B. Smith.

♦♦♦

Fenole Chemical Co., Tampa, Fla., has recently opened a new soap plant at 451 Riverside Ave., to replace their old plant which was destroyed by fire.



*"Distinguished for its High
Test and Uniform Quality"*

Soda Ash
Caustic Soda
Bicarbonate
of Soda

WITH limestone quarries, coal mines and salt wells owned and operated exclusively in the interests of "Wyandotte"—and with steamship lines and plant railroad insuring the uninterrupted transportation of their products—customers of this great institution have nothing to fear from "contingencies."

The control of every phase of production — from natural resources to packaged, delivered product—is Michigan's guarantee of service.

And this is the reason why, in its entire history, the Michigan Alkali Company has never failed a customer.

Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

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New York subway car cards and other advertising media are being employed by the Palmolive Co., at the present time, in announcing a special offer of their shaving cream, plus a Gillette safety razor, at thirty-five cents.

Gilpin Langdon & Co., Baltimore, insecticide manufacturers, recently changed their corporate name to the Black Flag Co.

Rand & Byam Co., soap manufacturers, Charlestown, Mass., escaped loss recently when intruders at their office were scared off by the police after the combination of the safe had been smashed with a sledge hammer.

The business, good-will trade-marks, and brands of the Wm. Schield Mfg. Co., St. Louis, makers of Iyc, have passed into the hands of B. T. Babbitt, Inc., New York. The brand names sold were: Red Devil, Alamo, Soap-O, Sledge Hammer, and Red Devil Cleanser.

Lafayette College has announced a gift of \$50,000 from the estate of the late John D. Larkin, through his son, John D. Larkin, Jr., to augment the \$200,000 granted in 1924, for the maintenance of the department of chemistry.

Royal Tallow Soap Co., San Francisco, is preparing to reconstruct the portion of its plant recently destroyed by fire. The loss was estimated at \$100,000.

Upon the recent completion of his fiftieth year in the service of Colgate & Co., Harry O. Barnes, of the Jersey City sales room, was presented with a fifty-year diamond service pin.

J. Folsom Johnson, formerly in the employ of Lever Bros. Co., Cambridge, Mass., and J. T. Robertson Co., Syracuse, N. Y., is now with Armour Soap Works, Chicago.

A. A. Wolfe has been transferred from the Hoboken plant of the Jewel Tea Co., and is now serving as superintendent of the Chicago plant. T. A. Corsell is taking his place at the Hoboken plant.

The Federal Trade Commission has ordered the J. W. Kobi Co., Seattle, Wash., to cease and desist from engaging in certain illegal practices in connection with the sale of its products, "Golden Glint Shampoo," and "Golden Glint Powder." The commission found that the respondent insisted on the maintenance of uniform resale prices in its dealings with wholesalers and jobbers, which constitutes unfair competition, in the eyes of the commission.

Heavy newspaper campaigns for James S. Kirk & Co.'s cocoa hard water castile soap, and Manhattan Soap Co.'s sweetheart toilet soap, are being run in Chicago newspapers.

The branch sales managers of the Jewel Tea Co. held their annual convention at the Highland Hotel, Delavan Lake, Wis., from June 21 to 26.

Dudley J. Bacharach, president of the Clifton Chemical Co., New York, and Leonard B. Schwarcz, vice president of the same concern, are both recent converts to the ranks of the benedicts, the former having married Miss Eleanor King and the latter Miss Harriette Kayser. Mr. and Mrs. Schwarcz went to Bermuda on their wedding trip and Mr. and Mrs. Bacharach spent their honeymoon at White Sulphur Springs.

E. Lelong, American representative of Societe des Produits de Synthese "Sopros" and Payan & Bertrand, is now occupying new and larger quarters at 130 Pearl St., New York.

Cook & Swan Co., New York oil house, merged with the Frank L. Young Co., to form the Cook, Swan and Young Corp. on July 1. The new company's offices are at 66 Beaver St., New York.

The D. A. Schulte interests have agreed to purchase control of the American Druggists' Syndicate. The terms include a guarantee of 6% on all stock for a period of ten years.

A. W. Hawkes has resigned his position with General Chemical Co. and Wing & Evans, Inc., and on Aug. 1 will join the Congoleum-Nairn Co., as vice-president and general manager.

Alex H. Jackson, 2 Rector St., New York, has recently incorporated as the Cal-Utah Products Corp., to manufacture soap.

Improve your Soap
with



NEW-O-SAPINE

Reg. U. S. Pat. Off.

the ideal superfatting admixture and neutralizing ingredient for all kinds of toilet soaps and shaving soaps.



NEW-O-SAPINE has met with unqualified
success everywhere.



Prevents soap from becoming rancid.
Binds eventual free alkali producing an absolutely neutral soap.
Renders soap soft and tender.
Does not hinder lathering qualities.
Increases washing efficiency.
Prevents forming of scales, flaws and cracks.
Does not affect color.
Preserves the odor.
Is free from adeps lanac.
Is free from water.
Produces a soft, thick lather.

Simple to use and inexpensive

*Added in milling machine same as perfume
For details, ask for our Circular No. 1*

NEW-O-SAPINE CHEMICAL Co., Inc.

MANUFACTURERS

620 Thirteenth Street

West New York, N. J.

Telephone—Union 0687

Cable Address—NEWOSAPINE

Send for Sample and Prices.

ON PRODUCTS AND PROCESSES

To shorten the Margosches-Hinner-Friedmann method for the determination of iodine numbers, according to the *Chemische Zeitung*, 50, Pg. 210, 1926, use 0.05 to 0.075 gram of an oil or 0.1 to 0.2 gram of a solid fat as a sample, place in glass-stoppered 250 cc. bottle, add 5 cc. of ether (99.8%), dissolve on water bath at 50 deg. and add 10 cc. of 0.2 N alcoholic iodine solution. Then add 100 cc. of water, shake and allow to stand five minutes. Titrate excess iodine with 0.05 N sodium thiosulfate solution.

A stain remover composed of aqueous ammonia 3 oz., soft water 1 quart, potassium nitrate 2 tablespoons, soap 3 ozs., sulfurous acid 1 oz., oxalic acid 1 dram, has been patented at U. S. No. 1,583,469 for the removal of grease, oil, paint, or ink.

A filtering and decolorizing medium is made by mixing diatomaceous earth and lime with water and heating to 90 to 105 deg. C. Covered by patent No. 1,574,363. Another is made by mixing the two products with water and heating, and then calcining the resultant product. This latter is covered by patent No. 1,574,380.

An insecticide made of sulphur 50 parts, 40 deg. Be sodium silicate solution 5 parts, glue 2.5 parts, and wilkinite 1 part, has been patented as U. S. No. 1,583,154.

A benzol solution of the active principle of derris root is dried and the residual extract is dissolved in sulfonated castor oil or other sulfonated fatty substance and used as a sheep dip or similar use. Covered by U. S. Patent, No. 1,583,681.

A simplification of the Rideal-Walker method for determining the phenol coefficients of disinfectants has been worked out by H. Luers and F. Weinfurter in Germany, according to the *Wochenschr. f. Brauerei*, 1926, 46, pg. 25. A one per cent solution of phenol

was used in the work and the following coefficients were obtained for a number of the better known disinfectants: Caporit, 120; corrosive sublimate, 110; diketone, about 80; active chlorine, 65; bleaching powder, 35; salicylic acid, 35; Magnocid, 30; sulphur dioxide, 25; Novocit, 12-13; Pantosept, 11-13; Chloramine, 9; Aktivin, 8; benzoic acid, 5; Mianin, 5; cycloctelluro-dimethylpentane, 4.4; Radaform, 3.3; Antiformin, 3.3; formic acid, 1.6; phenol, 1.0; formaldehyde, 0.9; Pyrizit, 0.6; hydrofluosilicic acid, 0.4; and ammonium bifluoride about 0.4.

A composition for cleaning stone surfaces made of soap, pumice powder, caustic soda, and soda ash finds an extensive use in England.

A polish for furniture and automobiles composed of linseed oil 3 quarts, rosin 2 lbs., turpentine 4 oz., and beeswax 2 oz. has been patented as U. S. No. 1,584,231.

Tar oils are worked up to neutral oils by converting the phenolic constituents into non volatile condensation products by treatment with concentrated sulfuric acid or formaldehyde, according to E. Karpati in the *Chemische Runds. Mitteleuropa und Balkan* 2, 1925, pg. 229. In using sulfuric, the oil is subsequently separated by distillation in vacuo, and the residue used for tanning. With formaldehyde, the condensation products resemble bakelite from which the neutral oil is separated by distillation in a current of superheated steam.

To stabilize fats and oils, a small quantity, usually 0.05 to 0.10 per cent, of lecithin is added immediately after purification. The method is covered by U. S. Patent No. 1,575,529.

Because of its exceptional lathering qualities, soaps made from soya bean oil are the leading sellers in North China where the waters show a high degree of hardness.

Do your own importing —through us!

WITHOUT in any way altering your present organization you can save from 10 to 30% on your purchases of essential oils by buying for forward shipment instead of placing orders for spot goods or making contracts.

Another Advantage: QUALITY

Incidentally such a policy will assure you of obtaining only the best and purest of oils. We only accept the agencies of such distillers as we know through long importing experience in France, to be above all reproach.

Until quite recently most large distillers have always refused to sell directly to consumers in

the U. S., but their experience with French consumers has made them alter their policy. In France the importer is rapidly disappearing and becoming the agent of various oversea distillers, and this is chiefly due to the desire of the larger soap manufacturers and perfumers of dealing with actual producers and thereby:

- 1—saving a large percentage by changing the importers' profit to a mere commission,
- 2—obtaining only pure oils from first hand sources,
- 3—obtaining oils of uniform quality.

Competition with French manufacturers

The only way for American manufacturers to produce better soaps and perfumes is for them to use better raw materials: we frankly believe the above considerations largely explain the success of some French houses.

Acting as agents for reliable foreign distillers, we specialize in the following oils which we offer in the pure form for shipment:

BOIS DE ROSE
GERANIUM, AFRICAN
GERANIUM, BOURBON

CORNMINT, 50% menthol
MUSK, natural
LAVENDER, flowers
LAVENDER, spike

ROSEMARY, Spanish
VETIVER, Bourbon
YLANG, Bourbon



IMPORTANT: Cable quotations from our principals are published several times a week in the JOURNAL OF COMMERCE, Drug & Chemical section, adjacent to their market report.



COUPEY FILS

160 Pearl Street - - New York

Telephone: Hanover 3224 - 3225 - 3235

ALSO

COUPEY FILS & DEHAIS,

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Cables: COUPEDEHAI, Paris & New York

CONTRACTS AWARDED

Colgate & Co. have been awarded a government contract for 800 pounds glycerin at \$200.

The following contracts for soap and cleaners have been awarded by the quartermaster, New York general intermediate depot under circular 159: 300 cakes white floating soap, at 7.75c and 3.6c, and 400 pounds soap powder at 4.4c, to Windsor Soap Co., Inc.; 1,400 cans scouring powder at 8c to Pal Products Co., Inc.; 500 cakes scouring soap at 3½c to Purdy & Stevens Supply Co.; 4,000 pounds and 5,000 pounds castile soap at 10.75c to Palmolive Co.; 800 pounds and 100 pounds scouring soap at 5c and 5½c respectively to Leon Hirsh & Son; 18,304 pounds issue soap at 4.98c for Brooklyn, 3,200 pounds issue soap at 5.07c for Fort Meyer, 1,600 pounds issue soap at 5.14c for Fort H. G. Wright, 1,500 pounds issue soap at 5.14c for Fort Adams, 120 pounds issue soap at 5.68c for Fort Constitution, and 3,300 pounds issue soap at 5.18c for Portland, Me., to J. Eavenson & Sons, Inc.; and 50,000 tubes calcium hypochlorite at 1.9c to Herbert F. Dugan. No bids were received on 12 cakes mechanics soap and 500 cakes grit soap also called for on this circular.

Mackall Bros. have been awarded a government contract for 2,000 pounds glycerin at 25.5c lb.

The quartermaster, Chicago, has awarded the following contracts for soap: 90,000 pounds chip soap at 9.3c pound and 20,000 pounds powdered laundry soap at 38c pound to Allen B. Wrisley Co., Chicago; and 400 pounds laundry sour at 13c pound to Sterling Supply Corp., Philadelphia.

Armour & Co., has been awarded a contract to supply the Federal Buildings at Chicago with scouring compound at 2.44c for zone 2 and 3.28c for zone 3. Globe soap Co. is to supply scouring compound for zone 1 at 2.37c

J. Eavenson & Sons, Inc., have been awarded a yearly contract for white soap for the Post Office Department at A, 2.12c and B, 2.26c pound.

Colonial Products Co., Baltimore, has been awarded a Government contract for powdered soap for laundry use at 9.1c pound.

The following contracts for soaps and cleaning materials have been awarded by the quartermaster, Fort Sam Houston: 1,200 cans lye at 6.49c to E. W. Kirkland, San Antonio; 12,000 pounds soap at 5.5c to The Upson-Walton Co., Cleveland; 5,500 cakes grit soap at 3.6c to Lever Bros. Co., Kansas City; and 10,000 cakes white soap at 2.23c to Swift & Co., Chicago. No award was made on the contract for 900 pounds scouring soap.

J. Eavenson & Sons, Inc., have been awarded a Government contract to supply the superintendent of lighthouses, Staten Island, N. Y., with 25,000 pounds fresh water soap at 5.23c lb.

Rochester Germicide Co., Inc., Rochester, N.Y., have been awarded a Government contract for 50 gallons liquid insecticide at 51c gallon.

Armour & Co., Chicago, have been awarded a Government contract for 73,700 pounds soap chips at 9.48c pound.

Palmolive Co., Philadelphia, have been awarded a Government contract for 2,000 pounds chipped soap at 10c pound.

All rights to build and market the Judelson Evapo-Dryer, under process patent 1,527,193, dryer patent 1,527,192, and insulator patent 1,513,595, have been sold to the Chemical & Vacuum Machinery Co., Buffalo, by the Judelson Evapo-Dryer Corp., New York.



SOAP MACHINERY

Every piece of equipment listed here is in stock at the time of offering—We don't have to shop around to fill your orders for machinery that we advertise.

Soap Presses

Jones Automatic Pin Die Presses
Machinery Designing Automatic Presses
Ralston Automatic Soap Presses
Scouring Soap Presses
Crosby Foot Power Soap Presses
Dopp Foot Power Soap Presses

Soap Powder Machinery

J. H. Day Jaw Soap Crusher
Blanchard No. 10 Soap Powder Mills
Blanchard No. 14 Soap Powder Mills
Allbright-Nell 5 x 7 Crystallizing rolls
Condon Crystallizing Rolls
Williams Patent Crusher & Pulverizer
Raymond Soap Powder Mills
Broughton Soap Powder Mixer
Sedberry Crusher, Grinder & Pulverizer

Soap Cutting Tables

Hand-power Wooden Cutting Tables
Soap Cutting Table with Self-spreader

Toilet Soap Mills

6-roll Granite Toilet Soap Mills
4-roll Granite Toilet Soap Mills
3-roll Granite Toilet Soap Mills
Houchin-Aiken 5-roll Steel Mills
Experimental Plodder
Houchin-Aiken Plodders
Rutschmann Plodders

Soap Crutchers

Houchin-Aiken Steam Jacketed Soap Crutchers
Dopp Steam Jacketed Crutchers with and without engines
Arnold Doll Steam Jacketed Crutchers
Crutchers for Floating Soaps
Steam Jacketed Crutchers, 5,000-lb. cap
Steel Tank, 6 in. x 6 in. with agitator and coils

Soap Slabbers

New Hand Power Steel Slabbers
Curtis-Davis Power Slabbers
Houchin-Aiken Power Slabbers

Various Other Items

Steel Soap Frames (various capacities)
Soap Wrapping Machines
Self Sealer & Weighing Machines
Soap Chippers
Glycerine Evaporators
Soap and Oil Pumps
Spiral Conveyor
Soap Remelters, 3 ft. 10 in. diam. 1 ft. deep
Proctor & Schwartz Co.'s & Crushing Rolls
Drying Room Equipment
Condon, Huber and Proctor & Schwartz Complete Soap Chip Dryers
Barrel Filler
Bottle Filling Machinery
Silicate of Soda Digester
Soap Racks
Brass Soap Dies for foot and Jones Automatic Presses
Round & Square Steel Tanks (var. sizes)
Galvanized Tanks
Bottle Capping Machine
Day Grinding & Sifting Machinery
Day Talcum Powder Mixers
Soap Boiling Kettles
Talcum Can Crimpers
Proctor & Schwartz Bar Soap Dryer
H.-A. Caustic Drum Sledging Machine, etc.

Why not buy your used equipment from a company that knows the soap business. We have been selling soap machinery for fifty years, are practical soap makers and can solve your problems in equipment and formulas.

NEWMAN TALLOW & SOAP MACHINERY CO.

1051-1059 WEST 35TH STREET

CHICAGO, ILL.

Telephone—Boulevard 1650-1651

RECORD OF TRADE-MARKS

The following trademarks were published in the June 1, 8, 15, 22 and 29, 1926 issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

New Era—This in black letters. Filed Nov. 7, 1925. Claims use since Jan. 3, 1902. Leather polish. Filed by Whittemore Bros. Corp., Cambridge, Mass.

Silver Clean Golf—This in black letters. Filed Jan. 7, 1926. Claims use since August, 1924. Soap. Filed by Andre Wisner, Clichy, France.

"Antiskeet"—This in black letters. Filed Jan. 12, 1926. Claims use since June 18, 1925. Medicated insect-repelling preparations for personal use. Filed by Charles Dohrn Douglas, London.

Presto—This in black letters. Filed Jan. 28, 1926. Claims use since July 9, 1925. Metal polish. Filed by Brust Bros., Inc., Brooklyn.

Easter Egg—This in black letters. Filed Mar. 12, 1926. Claims use since on or about Feb. 1, 1926. Toilet and laundry soap. Filed by James S. Kirk & Co., Chicago.

Sapotex—This in outline letters over—"The perfect soap for all fine fabrics"—in black letters. Filed Mar. 20, 1926. Claims use since Feb. 11, 1926. Soap. Filed by G. S. Robins & Co., St. Louis.

Creamagicleanser—These words in scroll surrounded by the words—"Pure soap best ever"—in black letters. Filed Mar. 23, 1926. Claims use since March 10, 1926. Soap. Filed by Pompieri Co., Brooklyn.

Mi-S-Co.—This in black letters. Filed May 15, 1926. Claims use since April, 1924. Soaps. Filed by Millers Soap Co., Reading, Pa.

Tor-Tis—This in black letters. Filed May 19, 1926. Claims use since Dec. 12, 1925.

Liquid shoe cleaner and polish. Filed by the Tortis Co., Detroit.

Lemur—This in black letters. Filed Mar. 11, 1926. Claims use since Dec. 1, 1924. Liquid hair soap. Filed by the S. Lemur Co., Cleveland.

Dona—This in black letters. Filed Mar. 29, 1926. Claims use since Jan. 1, 1926. Soap. Filed by Armour & Co., Chicago.

Skip Flea—This in black letters. Filed Apr. 28, 1926. Claims use since June 1, 1919. Dog Soap. Filed by Polk Miller Products Corp., Richmond, Va.

Olive Blossom—This in black letters. Filed May 3, 1926. Claims use since April 1, 1926. Soap. Filed by Barcelona Products Co., New York.

Laytrix—This in outline letters. Filed May 5, 1926. Claims use since Apr. 20, 1926. Soap. Filed by Andrew Jergens Co., Hamilton, Ohio.

Venus—This in outline letters as a part of trade mark. Filed May 18, 1926. Claims use since Apr. 29, 1926. Shoe Polish. Filed by D. P. Franklin, Inc., Brooklyn.

Moth-Tox—This in black letters. Filed May 12, 1926. Claims use since Apr. 16, 1926. Insecticide. Filed by Toledo Rex Spray Co., Toledo, Ohio.

Buf—This in black letters. Filed May 14, 1926. Claims use since May 5, 1926. Scouring and cleansing materials. Filed by Burnmore Utensil Corp., New York.

Hartbro—This in black letters as part of trade mark. Filed May 14, 1926. Claims use since Feb. 1, 1921. Soap powder. Filed by Hartung Bros., New York.

Kaoma Cleanser—This in black letters together with a picture of a woman scouring. Filed Mar. 25, 1925. Claims use since May 25, 1924. Cleaning and scouring preparation. Filed by the Gates Chemical Co., Denver, Colo.

Sanitate—This in black letters. Filed June 16, 1925. Claims use since Oct. 20, 1924. Chemical preparation for cleaning painted surfaces. Filed by Sanitate Paint Renovating Corp., Baltimore, Md.

Cereus—This in outline letters surrounded

by wreath. Filed Nov. 5, 1925. Claims use since Aug. 18, 1924. Dentifrices and tooth powders. Filed by LeMaire, Perfumeur, Inc., Chicago, Ill.

White Band—Across a red colored rectangular field. Filed Jan. 20, 1926. Claims use since Feb. 2, 1909. Cleansing and washing compound. Filed by Oakley Chemical Co., New York.

Pamco—This in black letters. Filed Jan. 20, 1926. Claims use since Nov. 10, 1925. Cleaners. Filed by Rex Products & Mfg. Co., Detroit.

Benex—This in black letters. Filed Jan. 25, 1926. Claims use since Jan. 4, 1926. Shaving Cream. Filed by Bristol Myers Co., New York.

XYZ—This in black letters with checker board effect. Filed Feb. 15, 1926. Claims use since Jan. 20, 1926. Cleaning compounds. Filed by XYZ Mfg. Co., Duluth, Minn.

Z. B. T.—This in black letters. Filed Mar. 1, 1926. Claims use since Sept. 1, 1922. Soaps and shaving creams. Filed by the Crystal Chemical Co., Bronx, N. Y.

Tex—This in black letters above a picture of a house. Filed Mar. 26, 1925. Claims use since Feb. 26, 1923. Washing and cleaning compound. Filed by Riodela Chemical Co., Wilmington, Del.

Nuf—This in black letters. Filed Aug. 19, 1925. Claims use since April 1, 1925. Granulated chemical cleaning compound. Filed by Georgia Pine Turpentine Co., New York.

Flit—This in yellow letters. Filed Jan. 5, 1926. Claims use since May 17, 1923. Detergent used in laundering operations. Filed by Standard Oil Co. of N. J., Bayonne, N. J.

Hex—This in outline letters. Filed Mar. 30, 1926. Claims use since May 27, 1920. Creosote oil, tar acid oil, disinfectants, gypsy-moth creosote, insecticides, solvent, and naphthalene. Filed by Tar Products Corp., Providence, R. I.

P T C—This in white letters blocked in by black hexagon. Filed Mar. 30, 1926. Claims use since May 27, 1920. Creosote oil, tar acid oil, disinfectant, gypsy-moth creosote, insecticides, and naphthalene. Filed by Tar Products Corp., Providence, R. I.

Selsalt—This in shaded letters enclosed by black line. Filed Mar. 30, 1926. Claims use since June 23, 1924. Toothpaste. Filed by Luyties Pharmacal Co., St. Louis.

Glenn's Sulphur Soap—This in black letters. Filed Apr. 5, 1926. Claims use since July, 1871. Soaps. Filed by the Century National Chemical Co., Paterson, N. J.

Zylox—This in black letters surrounded

by same in smaller letters in form of circle. Filed Apr. 5, 1926. Claims use since Mar. 24, 1926. Liquid metal-polishing materials. Filed by Zylox Co., Washington, D. C.

Dysolvo—This in black letters. Filed Apr. 13, 1926. Claims use since Mar. 8, 1926. Collar and cuff soap. Filed by the Davies-Young Soap Co., Dayton, Ohio.

Sun Ban—This in black letters above a rising sun. Filed Apr. 14, 1926. Claims use since Apr. 5, 1926. Antiseptic liquid soap. Filed by Pacific Tri-States Distributing Co., Portland, Oregon.

Sudola—This in black letters on a sugar bowl. Filed Apr. 19, 1926. Claims use since Apr. 1, 1926. Liquid cleaning and polishing compound to be mixed with water for cleaning silverware. Filed by Lily M. Johnson, Greenwich, Conn.

Pest-Nox—This in outline letters above a picture of a girl with a spray. Filed Apr. 8, 1926. Claims use since Apr. 25, 1925. Insecticide. Filed by the John D. Jordan Vinegar Co., Tampa, Fla.

Skip-Flea—This in black letters. Filed Apr. 28, 1926. Claims use since April, 1922. Flea or insect powder. Filed by Polk Miller Products Corp., Richmond, Va.

Best & Co.—This in Old English letters. Filed Apr. 21, 1925. Claims use since Apr. 2, 1925. Soap in liquid, cake, stick, cream, or powder form. Filed by Best & Co., New York.

Calispray—This in black letters. Filed July 16, 1925. Claims use since Jan. 1, 1921. Insecticides. Filed by the California Sprayer Co., Los Angeles.

Cashmere Bouquet Soap—This in black letters under trademark. Filed Oct. 26, 1925. Claims use since 1897. Toilet soap. Filed by Colgate & Co., Jersey City.

Dypola—This in black letters. Filed Dec. 14, 1925. Claims use since Sept. 15, 1919. Liquid leather cleaning preparation. Filed by James A. Dutton, Rochester, N. Y.

Peri—This in black letters. Filed Mar. 24, 1926. Claims use since Jan. 1, 1912. Tooth paste. Filed by Dr. M. Albersheim. Frankfurt on the Main, Germany.

Van's Wonder Soap—This in black letters accompanied by "before and after" pictures. Filed Mar. 31, 1926. Claims use since Jan. 4, 1926. Soap. Filed by Van Wie Soap Works, Galesville, Wis.

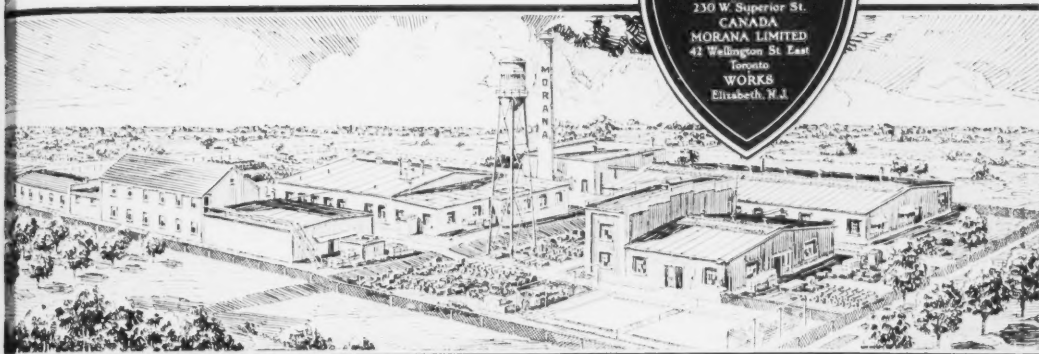
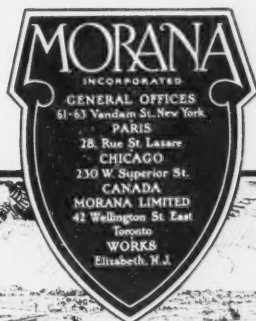
Whitex—This in black letters. Filed Apr. 6, 1926. Claims use since Sept. 1, 1920. Bluing for fabrics. Filed by Whitex Corp., New York.





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The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Specialties for Soapmakers

Geranoxide (see inside pages)*

Geraniol for Soap

Rhodinol Saxon

Irisal Pure

Irisal for Soap

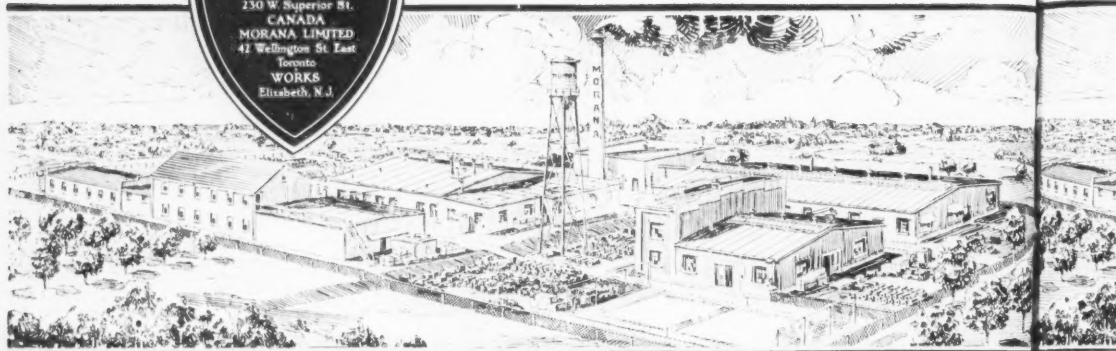
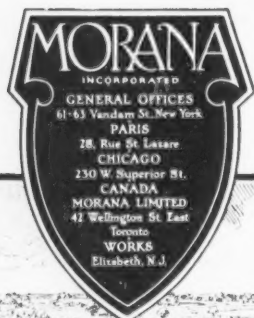
Irine Residue

Benzyl Acetate

Benzylidenacetone



If you will let us know of which of these products you should like to have working samples, we will gladly send them promptly, and without charge.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

A Low-priced Perfuming Oil of Great Strength

THE lower the selling price of a cake of toilet soap the more closely must its production cost be watched in order that it be kept at the lowest practicable level. This condition finds its reflection in the insistent demand for toilet soap perfuming oils selling at less than two dollars per pound. Despite the great demand there are but comparatively few meritorious toilet soap perfuming oils that sell at less than two dollars per pound. Prominent among this limited number is **Geranoxide**, a very interesting perfuming product developed by our research laboratories, and made and sold by us exclusively.

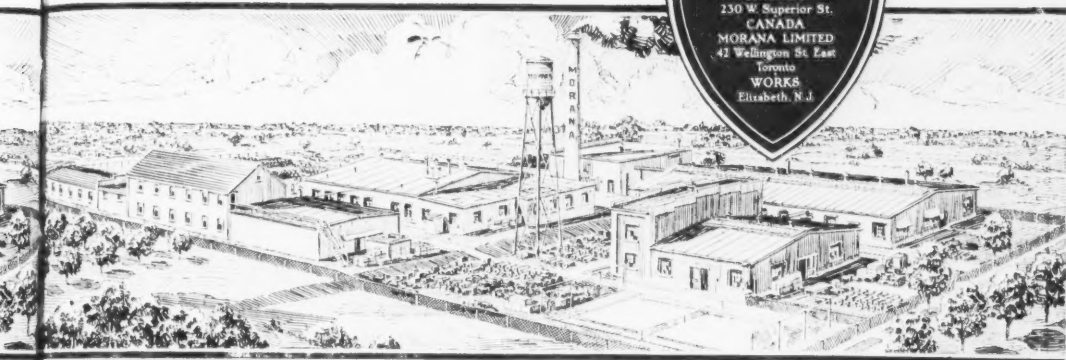
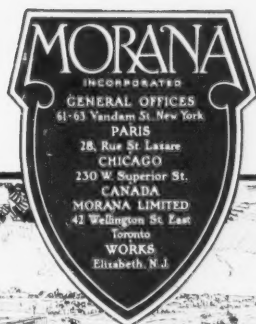
Geranoxide possesses to an outstanding degree those three qualities that are of greatest importance in a toilet soap perfuming oil, namely: (1) high odor value; (2) penetrative power; (3) tenacity. In addition, it is low in price. These qualities make **Geranoxide** an exceptionally cheap product to use.

Geranoxide resists successfully the numerous and miscellaneous attacks to which a perfuming oil is subjected from the time that it is incorporated in a mass of soap until that mass is transformed into finished cakes. The characteristic note of **Geranoxide** persists to the very end: until the cake vanishes in its

ultimate

The **Geranoxide** its odor, its severity, its extensibility, or its odors, or its ingenuity, or its suggestion.

Geranoxide in every way, especially its cost, it can be perfumed, **Geranoxide** well with



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

ultimate mass of fragrant lather.

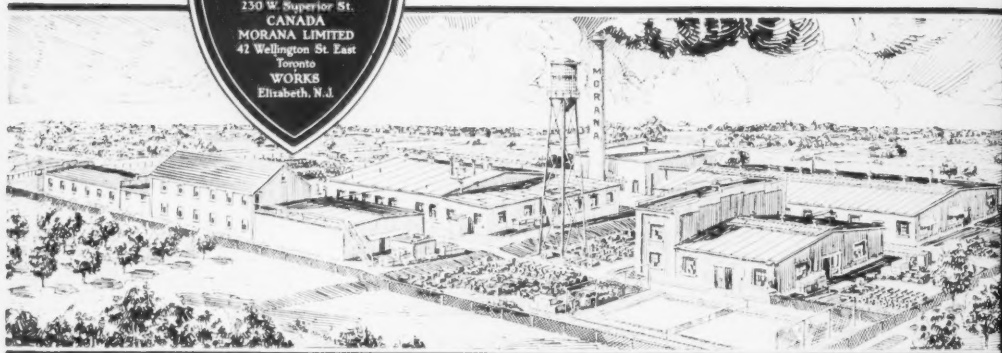
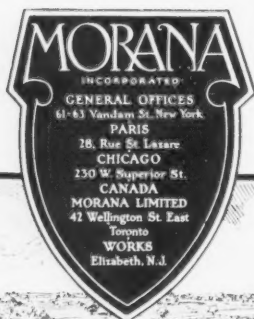
The remarkable ability of **Geranoxide** to successfully maintain its odor value, even under the severest conditions, is indicated by its extensive use as a means of softening, or masking, the harsh chemical odors of disinfectants and of imparting to these products a pleasant suggestion of pungent fragrance.

Geranoxide has a legitimate place in every toilet soap formula, particularly in formulas in which low cost is of first importance. While it can be used as the exclusive perfuming agent in a toilet soap, **Geranoxide** works out particularly well when used in conjunction with other perfuming oils as it

puts a decided "kick" into the composition. As a diluent of natural Geranium oils **Geranoxide** will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of **Geranoxide**.

A working sample of **Geranoxide** will be sent promptly upon request, and without charge.



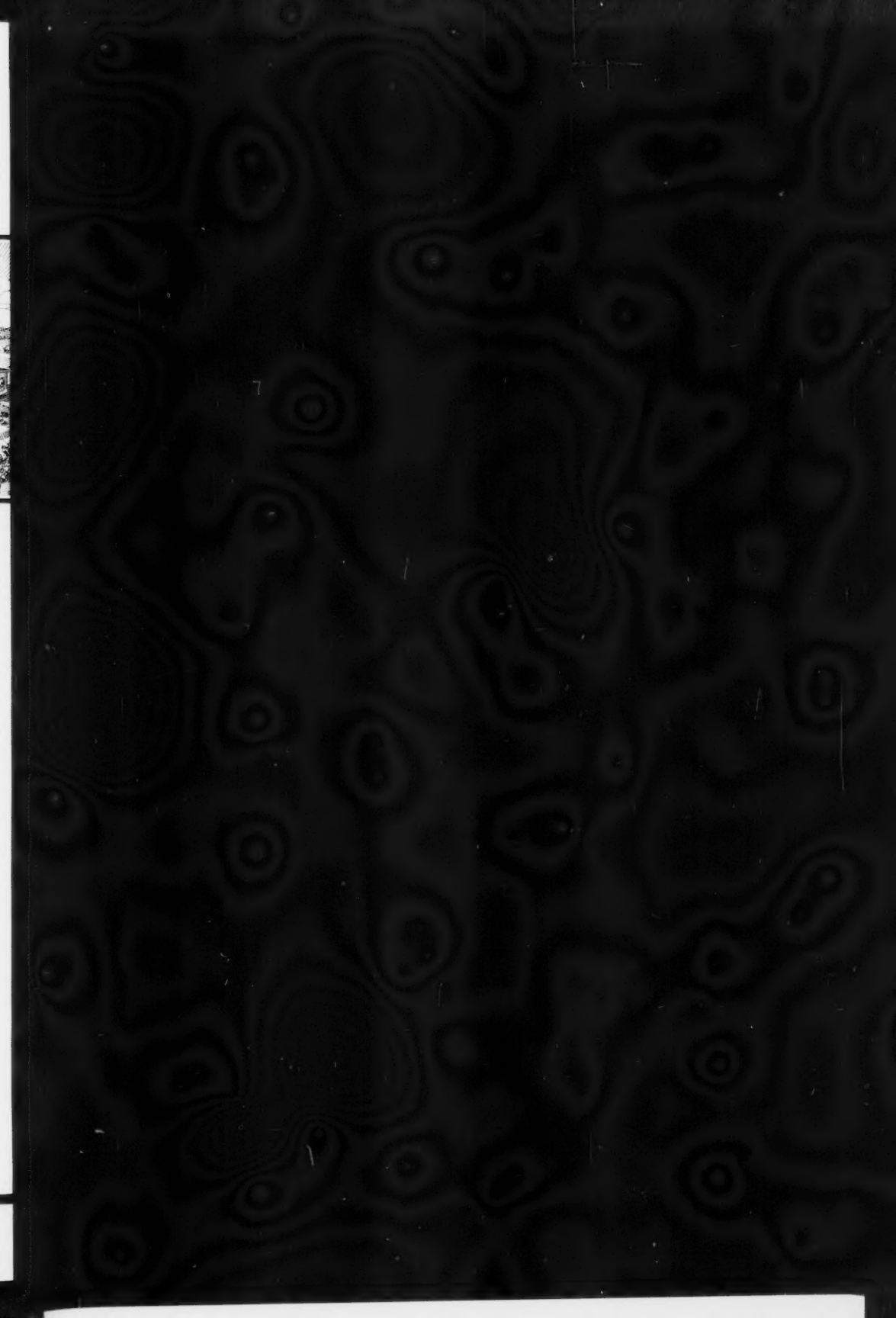
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Co-operative Service

PERFUMING materials perform a dual function: they *impart* odors and they *mask* odors. In toilet soaps, they are used to impart odors. In laundry soaps, disinfectants, etc., they are used mainly to mask, or to neutralize, odors.

We will be glad to conduct experiments for manufacturers of toilet, laundry and liquid soaps, disinfectants, etc., with a view to determining the type and character of perfuming materials most suitable for their products.

A cordial invitation is extended to manufacturers to avail themselves freely of our research and experimental laboratory service. It is at their disposal without charge or obligation.



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Colorcraft—This in black letters. Filed Apr. 7, 1926. Claims use since Oct. 1, 1925. Cleaning and polishing materials. Filed by John J. Gagnon, Green Bay, Wis.

Kiddie Kit—This in black letters as part of trade mark. Filed May 6, 1926. Claims use since Oct. 1, 1925. Dentifrice. Filed by Children's Clinical Laboratory, Hamilton, Ohio.

Pearl-Mint—This in black letters. Filed May 8, 1926. Claims use since May 14, 1925. Dentifrice. Filed by Associated Dental Products, Inc., New York.

Childent—This in black letters. Filed Apr. 13, 1926. Claims use since Feb. 1, 1926. Dentifrice. Filed by Children's Clinical Laboratory, Hamilton, Ohio.

Six O' Six—This in black letters. Filed Apr. 19, 1926. Claims use since about Feb. 15, 1926. Preparation for cleaning and polishing automobiles. Filed by Lakeside Laboratories, Chicago.

Sanident Dental Plate Cleaner—This in black letters. Filed Apr. 19, 1926. Claims use since Jan. 10, 1926. Dental plate cleanser. Filed by Edison Laboratories, Chicago.

Byzance—This in black letters. Filed Apr. 24, 1926. Claims use since November, 1925. Dentifrices. Filed by Grenoville, New York.

"The yellow can with the black band"—This in black letters. Filed Apr. 27, 1926. Claims use since Feb. 27, 1926. Insecticides, deodorants, disinfectants. Filed by Standard Oil Co., Bayonne, N. J.

New-O-Sapine—This in black letters as part of trade mark. Filed Apr. 30, 1926. Claims use since Apr. 24, 1926. Chemicals used in the manufacture of soap. Filed by New-O-Sapine Chemical Co., West New York, N. J.

N O S—This in black letters as part of trade mark. Filed Apr. 30, 1926. Claims use since Apr. 24, 1926. Chemicals used in the manufacture of soap. Filed by New-O-Sapine Chemical Co., West New York, N. J.

Salodent—This in black letters. Filed May 6, 1926. Claims use since Feb. 15, 1926. Tooth powder. Filed by Salodent Co., New Haven, Conn.

Jerry Spray—This in outline letters. Filed Apr. 27, 1926. Claims use since Jan. 5, 1920. Insecticide. Filed by Jerry Davis, Moorestown, N. J.

Tru Test—This in black letters. Filed Apr. 12, 1926. Claims use since Mar. 1, 1926. Dentifrices. Filed by Wm. A. Webster Co., Memphis, Tenn.

Narcissus de Oriente—This in outline letters. Filed Jan. 28, 1926. Claims use since

Jan. 4, 1926. Dentifrices, tooth powders. Filed by F. Kingman & Co., Sacramento, Cal.

Trade-Marks Granted

213,669—Liquid preparation for polishing metals, glass windows, mirrors, and the like. M. K. Brigstocke, doing business as The Miracle Co., Catskill, N. Y. Filed June 1, 1925. Serial No. 215,131. Published January 12, 1926.

213,906—Scalp and hair shampoo. Georgia George Roloff, San Francisco, Calif. Filed December 30, 1924. Serial No. 207,475. Published March 2, 1926.

213,844—Dentifrices. John Oppie McCall, New York, N. Y. Filed January 16, 1926. Serial No. 226,010. Published March 2, 1926.

213,986—Insecticide and vermin exterminator. Philip N. Hyman, Minneapolis, Minn. Filed January 4, 1926. Serial No. 225,475. Published March 30, 1926.

213,661—Rodent exterminator. The Toledo Rex Spray Company, Toledo, Ohio, assignor to Rex Research Corporation, of Toledo, Ohio, a corporation of Delaware. Filed February 6, 1926. Serial No. 226,988. Published March 16, 1926.

213,858—Vermifuge. Van Vleet-Mansfield Drug Co., Memphis, Tenn. Filed December 30, 1925. Serial No. 225,328. Published March 16, 1926.

213,889—Liquid disinfectant. The Clarke Chemical Company, Wickliffe, Ohio. Filed February 10, 1926. Serial No. 227,111. Published March 23, 1926.

213,769—Lice powder. Dailey J. Walker, doing business as Walker Remedy Company, Waterloo, Iowa. Filed February 13, 1926. Serial No. 227,285. Published March 23, 1926.

213,664—Rodent exterminator. The Toledo Rex Spray Company, Toledo, Ohio, assignor to Rex Research Corporation, of Toledo, Ohio, a Corporation of Delaware. Filed February 6, 1926. Serial No. 226,987. Published March 16, 1926.

214,013—Disinfectant and stain-removing compound. Martin Schachter, doing business as The Crown Water Company, Bridgeport, Conn. Filed October 29, 1925. Serial No. 222,523. Published March 23, 1926.

213,727—Dry cleaners, liquid soaps, and

(Continued on Page 61)

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS



BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

Warehouse Stocks at

New York City

Kansas City

San Francisco



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

Association Expansion Urged by Hoyt

In Address before Mid-summer Meeting of Insecticide and Disinfectant Manufacturers in Quebec, President Fred Hoyt Stresses Need to Eliminate Trade Abuses, and to Increase Size and Scope of Association Activities

I HAVE wondered at times if your officers were in a rut. If changes in our programs, meeting places or dates would make a greater appeal to members, or arouse more interest in our meetings. No doubt, our average attendance will compare favorably with the larger national associations, but, with a small membership, we need every member actively interested in our growth and development.

With this object in mind, I wish to again direct your attention to securing new members. We have at least a hundred more who are eligible for membership. If every one of our members would stop and think for a few minutes how much we could broaden our activities with a hundred or more members, how much more influence we would have when state or federal problems come up, and how much more valuable each membership would be, I know each member would realize it would be an investment for him to give some time and make a short trip or two to see some nearby prospect. It is going to take a personal appeal to build up our membership. I do not think there are many companies in our industry that are so selfish as to receive the benefits of our work, without wanting to pay the small amount of our annual dues. On the other hand, I feel our association has not been sold to them. This is a sales proposition and we must know our product to sell it intelligently. Our members must study what we have accomplished the past twelve years and the opportunities before us. We all should know more about the benefits of a trade organization to an industry.



FRED A. HOYT

I recently read where a western banker said there were four basic services a trade association can render. First—To replace ignorance in business with knowledge. Second — To eliminate needless waste in competition. Third—to stimulate intelligent, constructive competition. Fourth—To transmit to the public the benefits which will arise from these services. These are direct benefits. Another banker is quoted as saying: "The time is not far distant when a business man's membership in a trade association will be an important factor in his banker's judgment of his credit rating. Three reasons are given for this trend of thought, namely: that trade association membership is a measure of character, because it shows the member's ability to get along with others; secondly, it is a measure of intelligence of a member's business methods, because he is trying to eliminate competitive waste and to use co-operation as an economical promotion weapon; thirdly, trade association membership is a measure of the soundness of the industry, because it is doing something for stability, efficiency and economy of production and distribution.

ANOTHER benefit to be gained by a larger membership is suggested by a meeting I attended at St. Louis last April. This meeting brought together the majority of the prominent distributors in the south and mid-west for the purpose of trying to weed out some of the trade-abuses that have been on the increase in that section. At this meeting, I called attention to the importance of joining our association, that they may receive all the benefits of a national organization and still have the opportunity of having group meetings twice a year during the regular meeting dates. Manufacturers could also form a group to discuss problems that would not interest the jobber or the distributor. You must pardon me for stressing this subject, but I feel this is our big problem now, and one that not only invites but urges our attention. Every new member added to our association bears the same relationship as a new customer added to your business. It means growth, greater prestige, increased revenue, and opens up new avenues for developing and protecting our industry. Isn't it a worth-while job to tackle?

I will not take your time with the detail work of your officers since our last meeting. The reports of the Secretary, Treasurer and Committee Chairmen will give you this information. The Board of Governors met in March and not only had a large attendance, but put in a day of hard work, as outlined in Bulletin No. 15. You probably noticed in this Bulletin the Board voted itself a Committee of the whole to investigate and report later on the Code of Ethics, which will defer action on the resolution adopted at our mid-summer meeting held last year. While I have no desire to bring up a discussion on the Code at this meeting, there is one view point on "trade abuses" I wish to emphasize. That is the harmful effect it is having on the consumer. In certain sections of our country the consumer is losing confidence in the use of our products. It is only a natural result to be expected, when officers of a company allow their salesmen to bribe or buy orders, to overcharge the confiding buyer, to misrepresent their own goods or those of their competitor, to resort to other sharp practices. The *Nation's Business*, in its February issue, has an article bearing on this subject captioned: "Business Ethics and Balance Sheets." I wish to quote a part of this. "Anyone with any business sense will say that if every competitor were to indulge in all these bad practices for a period of 30 days, the whole industry would be demoralized. It is a peculiarly warped mind that excuses itself for indulging in any of these practices at any

time. It is a mind that thinks itself a little smarter than all the rest of the industry."

As this magazine expresses it, there are some companies that think they are a little smarter than the rest and are making nice profits now, but are setting up a distrust that will react against them later. In the meantime our industry is paying the price. There is another practice in our industry that is destroying confidence in our products and, while our association cannot take any collective action, it may prove of value to mention the subject of price-cutting. When a company cuts prices on an article below a fair profit, it must make the difference up by overcharging on another, or what is still worse, selling the same article at a cut price to one customer and taking advantage of another by overcharging.

Mr. Herbert N. Casson is quoted as saying: "The price-cutter is worse than a criminal. He is a fool. He not only pulls down the standing of his goods; he not only pulls down his competitors; he pulls down himself and his whole trade. Nothing is so easy as to cut prices, and nothing so hard to get back. He admits his own failure as a salesman. He admits he cannot win by fighting fair. He brands himself as a hitter-below-the-belt." Our business methods are passing through the trials of every young industry. It behooves every man connected with it to put his own house in order and bring pressure to bear against those who persist in business methods that reflect on his competitors.

The following is quoted from a bulletin sent to the members of a very strong and influential trade association. "To Members: The enticing away of a competitor's salesman is an undefensible wrong. The Association has always condemned it. It is opposed to the Association's code of ethical and fair conduct. Consequently, we were greatly surprised recently to learn of what is apparently a flagrant case of the pursuit of this practice. We can hardly believe that the member involved acted deliberately. If he did, his action is inexcusable. Fortunately, this incident is an exception to the rule and their unquestioned obligation to conduct their business in accord with it. That is the fair and decent thing to do. And who wants to do anything else we would like to know." I hope to see the day when your Association can take a stand like this.

In concluding, I wish to express my thanks to those members who have devoted considerable time to carrying on the details of committee work and especially to the whole-hearted co-operation of our Secretary. Very few members realize the amount of time Mr. Cole has devoted to this Association.

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A Cross-Section of the Quebec Meeting

A Condensed Report of Discussions and Motions at the Insecticide and Disinfectant Mid-Summer Convention

AS REPORTED BY A REPRESENTATIVE OF SOAP

THE twelfth annual mid-summer meeting of the Insecticide and Disinfectant Manufacturers Association was called to order promptly at 10:00 A. M. on Monday, June 14 at the Chateau Frontenac, Quebec, by President Fred Hoyt. A formal address of welcome was read by Dr. J. Emile Thibaudeau, chairman of the Health Committee of the City of Quebec. Arthur Ponder, Dominion Tar & Chemical Co., the only representative of a Canadian member present at the opening session, also welcomed the Association to Canada. John W. Bailey responded for the Association.

The address of President Hoyt (See Page 47) was followed by the report of Secretary Cole (See June issue of SOAP, Page 49). The reports of various committees were then read and discussed. The report of the Scientific Committee by H. W. Hamilton was followed by a plea for the exchange of scientific data and the necessity of research and progress by Arthur Ponder. He stated that the very existence of coal-tar disinfectants is now being threatened by competition from other products and that this must be combated through improvement and progress. This view was also taken by James H. Readie, Jr., who urged wider research and common exchange of scientific data.

The Membership Committee then reported as follows:

Report of Membership Committee

AT THE Meeting in December, your Committee made two suggestions which it felt were worthy to be adopted by our Association. One of these was that our Annual Meeting be held at some place other than New York, so as to counteract the impression that the Association was local in character.

At its regular meeting in March, the Board of Governors decided that inasmuch as most of the members liked to come to New York anyway about that time of the year, they felt that the next annual meeting should again be held in New York. They did state, however, that our Midsummer Meeting next year could be held at some middle western point. Your Committee is interested in this wholly from the standpoint that it would assist in giving prospective members a chance to look us over at first hand.

The other suggestion was that we establish an associate membership to take in suppliers of products not directly used as insecticides or disinfectants. The Board of Governors acted favorably on this suggestion and we believe that you will be called upon to ratify that change in the By-Laws at this Meeting. This change will create a wider interest in our meet-

ings, which can only react to our good. You will undoubtedly hear more about this later.

At this Meeting of the Board of Governors, your Committee asked for, and was granted, an appropriation of \$100.00 to be used for a mail campaign to secure new members. A letter is sent every two weeks to a selected list, calling their attention to the work of our Association and inviting them to become one of us. The promise of further progress is good indeed and your Committee hopes to have this reflected in a constant increase in our membership.

JOHN POWELL, *Chairman.*

A resolution was adopted directing the secretary to send a radio message of greeting from the meeting to Dr. William Dreyfus of the West Disinfecting Co., who was en route for Europe.

The matter of expanding the membership of the Association was then discussed fully. It was the consensus of opinion that the membership should be increased among disinfectant and insecticide manufacturers so as to embrace every firm of standing in the industries. The greater influence of the Association in legislative and other matters with larger membership was pointed out. How the activity of the members of the Association, under the guidance of Secretary Harry Cole, succeeded in having the Greist Bill laid over was indicated as an example of effectiveness of united effort by the membership which could be made more effective by larger numbers. At this point, Mr. Oppenheimer of the West Disinfectant Co. stated that the results in the case of the Greist Bill alone were worth more than ten years' dues in the Association to his firm.

Several committee reports were held over until the annual meeting next December, as they were not ready to be given. Mr. Stone then reported for the Publicity Committee:

Report of the Publicity Committee

IMEDIATELY following the Annual Meeting of the Association, there was sent out to 44 trade journals and to 8 other trade associations an abstract of the proceedings of the convention. Shortly thereafter there was mailed to these same publications, and in addition, to 144 medical journals, state health departments, etc., a reprint of Major Reasoner's address "Some Insects and Their Relation to Man" with the request that it be printed or abstracted in a forthcoming issue of their publication. A copy of the address together with an abstract prepared therefrom was likewise sent out to 450 metropolitan newspapers in approximately that number of cities with a similar request that the article be published and in the event of its publication, that mention be made of the fact that it was delivered before the Insecticide and Disinfectant Manufacturers Association Convention. Subsequently application was made to the Western Newspaper Union, embracing 4,000 small-town weekly

Trade Mark

HEX

Reg. U. S. Pat. Off.

**TAR ACID OIL****Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run

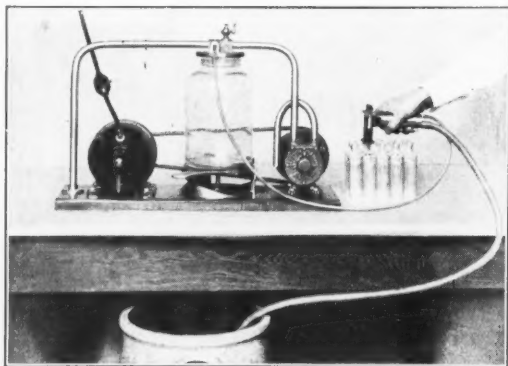
**TAR PRODUCTS CORPORATION**

REFINERS AND MANUFACTURERS

PROVIDENCE, RHODE ISLAND

Office—99 Empire St.

Works—East Providence

LIQUIDS*Automatically***FILLED***Into Bottles or Cans**at a cost of***15 CENTS A DAY****F**ILLING bottles or cans with disinfectants or other liquids by hand is a slow expensive process.You can try this automatic vacuum filling machine *at our risk*.

Send us a filled sample of your container and ask for particulars.

Standard Automatic Vacuum Filling Machines*Manufactured by***PNEUMATIC SCALE CORPORATION**

68 NEWPORT AVENUE

NORFOLK DOWNS, MASS.

newspapers who were likewise requested to publish the abstract of Major Reasoner's address.

More recently we sent out to every member of the Association a reprint of an article "Insects More Deadly Than Bullets" written by Mr. MacNair of SOAP with the request that it be presented to the editorial department of newspapers published in the different cities in which the members are respectively located. We likewise offered to supply any member with a sufficient number of copies of this article to present to every newspaper in which products of his manufacture are being advertised, in the hope that they also might be induced to publish it.

Unfortunately, your Committee is not in a position to report the full extent to which these articles were printed in the various publications. That the articles did appear in some leading trade journals, medical journals, and large city newspapers is evidenced by the clippings included in the accompanying scrap book, available to any member who may care to peruse it. In addition, we have the assurance of the advertising manager of the Western Newspaper Union that the article appeared in not less than 800 small-town weekly newspapers.

There is a great need for an awakening of the public to the necessity of getting rid of insects and to the means of its accomplishment through the use of an insecticide. There are thousands upon thousands of people who do not know the meaning of the word, insecticide. It has been stated that not over 33% of the people have formed the habit of brushing their teeth. I think it is safe to say that a very small percent of those who have need for an insecticide have been educated to its use. Their ignorance constitutes our opportunity. Nevertheless a considerable amount of publicity regarding insects is appearing in the public press.

There remain, however, many subjects pertaining to our industry for which greater publicity must be obtained. Many insects are prevalent the year round. It follows that with proper publicity insecticides can be made to sell to a far greater extent the year round. One of our members has suggested that it would be well for the Association to supply speakers at medical association meetings and anti-mosquito meetings. There can be no question but that we should co-operate to a greater extent with health departments and other sanitary bodies promoting clean-up weeks. Suggestions as to how such work can be carried on are in order and will be welcomed by your Committee.

EVANS E. A. STONE, *Chairman.*

Adopt Changes in By-Laws

FOLLOWING luncheon, the second session of the meeting was held Monday afternoon. The changes in the constitution and by-laws which had been suggested by the Board of Governors at its March meeting and submitted to the members in the Bulletin of May 18 by the Secretary, were then adopted as follows:

Constitution, Article X, Section 1. Insert the word "active" before membership in the next to last line. Add Section 2 to read "All reputable persons, firms or corporations engaged in the manufacture or distribution of containers, packaging machinery, spraying devices or other articles used in the industry, shall be eligible for Associate Membership, to have and enjoy all the privileges of Active Membership, but without the right to vote or hold office."

By-Laws, Article I, Section 1. Strike out the word "and" immediately preceding the word Publicity, thus making the Program Committee a sepa-



HARRY W. COLE



EVANS E. A. STONE

rate unit, and not joined with the Publicity Committee as at present.

Article II, Section 2. Strike out the words "initiation fee and" in line two. The Association voted some time ago to dispense with an initiation fee, but this article of the By-Laws was not correspondingly amended.

Article III, Section 2. Change to read "The annual dues for active members shall be \$75, and those for Associate Members \$50."

Exhibit at Annual Meeting

IT was then suggested by H. W. Hamilton of the White Tar Co. that an exhibit of raw and finished materials of the members of the Association be held in conjunction with the annual convention in December. A committee to look into this was appointed by President Hoyt after the passage of a motion embodying Mr. Hamilton's idea. The committee, to act also as an exhibit committee and program committee for the annual meeting, and to consider the matter of exhibits, was as follows: Evans E. A. Stone, H. W. Hamilton, J. H. Wright.

At the Tuesday morning session, this committee reported as follows: "Your committee reports favorably on the proposal to hold an exhibit of products manufactured by the membership of the Association at the forthcoming annual meeting. Bearing in mind the objects of such an exhibition it is recommended that a committee be appointed and that active members be invited to send in specimens of their packages or samples of their products which will be divided into two classifications, i. e. those sold as finished products to the consuming public and those offered for sale as raw materials used in the manufacture of insecticides or disinfectants. These will be arranged by a professional photographer acting under the advice of the Committee in such a way as to reproduce most effectively. It is recommended that the association appropriate funds to cover the cost of arranging the material and photographing it at a cost which at the outside should not exceed \$100.00. Names of all manufacturers and their products would be uniformly listed underneath the photograph."

The report was accepted and by motion the committee was empowered to proceed with the exhibition as outlined in the report.

The Ten-Minute Roundtable

AT the Tuesday morning session, a so-called "Ten-Minute Roundtable" was held and each member was given ten minutes for discussion of his most

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 PURE CRESOL AND SPECIAL TAR ACID FRACTIONS



J. H. WRIGHT



ROBERT J. JORDAN

pressing problem. One of the most interesting discussions was by Mr. Bailey and the all year sale of insecticides in which other insecticide members joined. He urged that all sale of finished insecticides to retailers for future delivery, such as September sales for delivery next March and April, be discontinued. He also urged the refusal to accept back goods at the end of any so-called season, and he also urged telling the public that the ordinary spraying insecticides are good for other products than flies. He told how the public confidence in all fly-papers had been lost in Japan because one Japanese manufacturer had put out an inferior product which had ruined the business for all manufacturers.

Another point of interest was brought out by Mr. Brenn of the Huntington Laboratories in the matter of liquid soaps. He pointed out that sales of six and seven per cent soaps were hurting all liquid soap business, and he said that if all manufacturers would not put out less than a fifteen per cent soap, and charge fair prices for these higher grades, the entire industry would benefit. As it is, many are turning back to cake soap because of unsatisfactory results from cheap, low percentage liquid soaps. He was seconded in this suggestion by President Hoyt, and Messrs. Dolge and Oppenheimer.

Mr. Baird of Baird & McGuire brought up the question of sales of products as Liq. Cresolis Comp. U. S. P., which were in reality not U. S. P., at prices sharply lower than the cost to make up the U. S. P. item. He said this was being done quite extensively by some houses and called it to the attention of Dr. J. K. Haywood who was present. Dr. Haywood replied that although he had tried for a number of years to have the U. S. P. specifications for Liquor Cresolis changed from the present standard, he had been unable to get the U. S. P. Committee to do this. He said therefore, that so long as the standard remained the same, he would insist on every firm complying strictly with the law as it is and intended to enforce it. Mr. Baird replied to Dr. Haywood that these illegal sales had been going on for two years and that in spite of the fact that they had been called to his (Dr. Haywood's) attention on several occasions, they still went on. Mr. Baird said that they placed the reputable houses at a distinct disadvantage as sales of so-called U. S. P. are being made as low as \$1.10 per gallon and the cost of U. S. P. material is at least \$1.60 per gallon.

Plans for December Meeting

The closing session of the meeting was held Wednesday morning, the 16th. An extensive report by

W. H. Gesell of Lehn & Fink Products Corp. on a Co-operative Research Laboratory was laid over until the December meeting owing to Mr. Gesell's absence in Europe and the importance of the subject. A motion was adopted to commend the committee for its work on the research laboratory problem.

After a long discussion, the general plan for the meeting in December was adopted. The early plan calls for meetings as follows: Monday, Dec. 13, first session at 11:00 A. M. followed by luncheon and afternoon session, the first day to be given over to officers' and committee reports, etc.; Tuesday, Dec. 14, session at 10:00 A. M. for open discussions, with no afternoon session, unless necessary; Wednesday, Dec. 15, session at 10:00 A. M. for reading of leading papers and hearing chief speakers. Details of the meetings have been left to the Program Committee.

Insecticide Committee Report

Your committee on Insecticides holds a rather precarious perch in that it has not the privilege to broadcast developments that are properly the more or less individual or secret property of firms. This, perforce, precludes our touching upon some items that might be of distinct interest. It is definite, however, that constant effort is being applied towards the development or discovery of ingredients which will increase toxicity or decrease production costs. At present the trend is in favor of the former, it requiring the stimulus of high Pyrethrum prices to encourage efforts toward the latter.

To our knowledge, two ingredients of many show promise of some merit, though both are cursed with the stigma of toxicity to humans as well as to insects. Any ingredients to be practical for insecticides need meet a rigid set of requirements: viz, they must be non-poisonous except to insects, non-staining, must not react unfavorably with other constituents, and last but not least they must not be too costly. Your chairman is now working on a botanical which has decided insecticidal properties. The question is, will it prove safe for the housewife? In the course of the next few months, it is hoped that this may be decided, in which case further experiments undoubtedly will prove its efficacy as an insecticide both in powder and liquid forms. Should this prove to be a practical article, it undoubtedly will be offered to the trade.

Your committee has endeavored to learn of what might be termed effort towards pure research. Whereas, such is the case always in this progressive world, your committee has little knowledge of such activities among our members. Your committee makes the plea that all such matters be brought to its attention. Even though the research undertaken be more or less secret, still it will be of interest to us all to know that there is activity—and oftentimes, it may be permitted that the details be divulged.

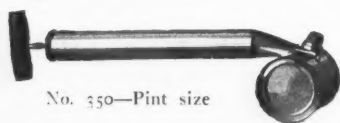
Pyrethrum undoubtedly is the cornerstone of the insecticide industry as it stands today. Your chairman has devoted much time to the standardization of pyrethrum. We have experimented with a number of ingredients intended to fortify the toxicity of the product. Believing that the article is of world-wide importance, we are now rounding out a program of what may properly be termed research. This, we expect, will correlate with certain findings, both chemical and entomological, previously determined, and establish a number of conclusions that will be of great importance. One thing to be accomplished, we

(Continued on Page 73)

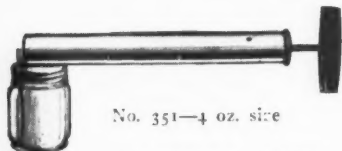
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Overheard at the Quebec Meeting

Comments and Observations at the Insecticide and Disinfectant Meeting as Seen by Our Own Expert

EN ROUTE to Quebec, a disinfectant and insecticide reunion was held in the Montreal station. Among those present were the "Tangleflit" twins and the mysterious Mrs. Harris.

Riding from the station to the Chateau Frontenac, the members realized why there were so few inmates in the insane asylum in Quebec. They are all taxi drivers!

On the train, a check-up of nationalities showed more than seventy-five per cent of the conventionists to be Scotch or closely allied thereto. From then on, we knew that Quebec and the Frontenac didn't have a chance.

Dr. Haywood of the Insecticide and Fungicide Board was there too. He had missed the previous convention in New York.

As a presiding officer, Fred Hoyt remained calm and unperturbed at all times. Through the most heated arguments, his suavity would do credit to the diplomatic service. And, behind it all, the punch was there when needed.

Mr. Hamilton never did introduce any of the members to the mysterious Mrs. Harris although one or two stated quite openly—for publication—that they suspected a well-known insecticide sales-manager from Grand Rapids.

The meeting was extended an official welcome by the health commissioner of Quebec whose address started something like this: "Jantelmann uf de insetiseed et disinfetaaant industreece. I geevees me great pleezeure—"

Everybody was quite surprised at John Powell's French, even the French-Canadian natives. As John might say it with his pure nasal French,—"Checkez la chapeau."

Joe Oppenheimer of West Disinfecting bought some golf stockings in Montreal quite cheaply. By the time the New York train left Rouse's Point coming home, the cost of the stockings had increased considerably. We believe that business men should give more attention to correct cost finding methods, that is,

goods bought on a c.i.f. basis should have the duty figured in.

Arthur Ponder of Montreal threw the first hand grenade which startled the meeting into feverish activity. Five years' experience in the Canadian infantry undoubtedly qualified him as chief bomb-thrower.

Jim Readie, known in Providence as T. A. Racid, also threw some bombs himself. In his address on the need for greater research and common scientific investigations, he threw one at Hamilton who caught it and threw it back. As usual, it hit an innocent bystander. Jim and "Hammy" then shook hands, and they carried out the bystander. It is reputed he came from Washington.

Harry Cole told how the Association killed the Greist Bill. He failed to state that the most active person in the assault from beginning to end was one Harry Cole.

"The Hero of Montmorency Falls." This was none other than Treasurer Rob Jordan. He is reputed to have captured St. Anne de Beaupre single handed, saved a French damsel from the horrors of the wax-figure museum there, and to have escaped to Quebec in a Cadillac automobile. He refused to discuss the matter with reporters.

The secret is out at last. Secretary Harry Cole eats two dinners every evening. Taking the place of a stranger who had finished his dinner at a table occupied by Messrs. Hoyt and McCormick on the Montreal boat, Harry ordered dinner. The waiter told him he had already eaten; so did the headwaiter and the steward. Harry said no, but the boat crew said yes. At any rate, they finally condescended to serve him "another" dinner after he had threatened to kick the sides of the boat out.

The exhibit of disinfectants, insecticides and raw materials for their manufacture, which will be staged at the annual convention in December, has stirred up a great deal of interest. Evans E. A. Stone of Standard Oil fame is chairman of the committee in charge.

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THE INSECTICIDE QUARTET

Messrs. Hamilton of Kearney, N. J., and Wright, the Zonite king, will play in Mr. Stone's exhibit orchestra.

C. P., commonly called "Chemically Pure" McCormick, he of the Baltimore McCormicks, spent several sleepless nights searching for a lost case of samples which never arrived at Quebec. We are suggesting to the publishers of "Tariff Duties—Aint They Hell," that sample copies be sent to Messrs. McCormick and Oppenheimer.

Huntington, Ind., was officially present at Quebec when J. L. Brenn breezed into the meeting and made a few trite remarks about liquid soap qualities and gave his unvarnished opinion of six and eight per cent soaps and soapmakers. Fred Hoyt led the cheering section following Brenn's remarks.

The "Tanglelit Twins" were officially introduced to the meeting by President Hoyt—"Mr. John W. Bailey, gentlemen, of Grand Rapids—and in this corner—I beg your pardon, gentlemen, I mean, and this, gentlemen, is Mr. Evans E. A. Stone of Noo Yawk."

A young member of the Insecticide & Disinfectant Manufacturers Association is said to have had his foot injured in the crush of a large crowd at the hat checking room of the Chateau Frontenac. A big fellow from Providence is reputed to have stepped on it.

A male quartet composed of C. Campbell Baird, first bass; Robert Jordan, first tenor; Joe Gillis, third base and utility infielder; and Dr. H. W. Hamilton, harpist and ukelele operator, entertained the convention on the first evening with well-rendered selections from "Madam Butterfly," The Third Revival Hymn Book, and the 9th Edition of the U. S. P.

The selection bringing the greatest applause was a solo by Mr. Baird, with Dr. Hamilton
(Continued on Page 71)

A Letter from London About Cresylic Acid

To the Editor of SOAP:

A friend of mine has been good enough to send me several of your recent issues, containing statements in regard to cresylic acid, and I was wondering whether it might be of interest to your readers to have a view from this side of the pond, and perhaps it might to a very small extent add to the attempt to influence your Government.

It does seem absurd to us over here that a prohibitive duty should be imposed on a product which is not produced in the States to the extent of the demand, more especially as England today would only be too willing to furnish the shortage in the States of dutiable acid at about 45 cents per gallon, net, drums free, c.i.f. U. S. Atlantic ports, whereas I understand the price ruling on your side is in the neighborhood of 60 cents at the moment. The consumers in the States are therefore paying more than they should, and I should imagine as a consequence there would be an inducement to purchase larger quantities if the duty question did not exist.

Rightly or wrongly I am of opinion that some influence must have been at work when your senators and congressmen gave their sanction to duty being imposed on low boiling cresylic acid, as it is the few who are benefiting and not the majority, and I always thought that the laws in the States were framed with a view to benefit the latter.

It has appeared to me, not only through reading American literature, but from the frequent visits I have paid to the States for the last 30 years, that all attempts to induce the public to increase their uses of disinfectants on the part of the manufacturers, have failed through this absurd tariff, and I cannot help thinking that if the disinfectant manufacturers' association in the States is not sufficiently powerful to induce Washington to give relief in this direction, a more powerful body of consumers will one day bring their influence to bear, and I trust with greater success, as it is an injustice to the people of the United States that they are prevented from the free use of insecticides, so necessary evidently in certain parts of North America, by what may be termed a prejudicial clause in the tariff bill.

I appreciate that the importation of cresylic into your country compared with other importations is a small question; still it is a very vital one, and if by chance you should expect
(Continued on Page 73)



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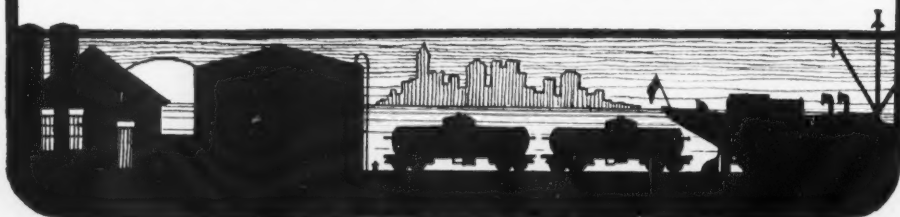
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Market Report on TALLOW, GREASES AND OILS

(Written July 7, 1926)

Business in fats, oils and greases has not been particularly active, during the period closing, but buyers have been sufficiently interested to keep stocks moving fairly well, considering the season of the year. Prices have not shown any particular change, in the past month, excepting in tallow, where increasing stocks and lack of demand, forced sellers to slightly lower levels. This affected some of the other oils, notably palm and coconut oils, weakening them somewhat, without radically changing their prices. No change in fish oils or palm kernel is noted, but greases, cottonseed and olive foots are being offered slightly under last month's figures. On the whole it cannot be said that business is either good or bad. Inquiries have been numerous and have come into the market steadily. Although most buying has been for relatively small quantities the sustained interest has kept the market on a fairly even keel.

COCONUT OIL

The market registered a slight advance, during the period closing, but weakness in other oils and fats, developed during the past week, left coconut oil virtually unchanged from the closing a month ago. Tank cars, for prompt shipment, are being offered at $10\frac{1}{2}$ c a pound, with spot barrels bringing $11\frac{1}{4}$ c to $11\frac{1}{2}$ c, according to quantity. It is reported that tank cars are being offered on the Coast at as low as 10c, with fairly prompt shipment promised. Shipment goods are inside at $9\frac{3}{4}$ c, ranging to $9\frac{7}{8}$ c as to seller. Reports indicate considerable activity in copra at fairly steady prices.

COTTONSEED OIL

Business has been spotty, in this market, and prices are lower than at this time last month. Reports from producing centers have been more bearish, than anything else. The closing week showed P. S. Y. ranging between $14\frac{1}{2}$ c and $15\frac{1}{2}$ c, with the last price at $14\frac{3}{8}$ c. There are practically no offerings of crude, at this time, no open prices having been made during the last week.

GREASES

Lack of demand has brought about lower prices in this market. Inquiries have been numerous, but actual buying has been limited to small quantities. House is down to $7\frac{3}{4}$ c

inside, white can be had at $8\frac{1}{4}$ c to 12c a pound and yellow is bringing from $7\frac{3}{4}$ c to 8c.

FISH OILS

The past month has developed little of interest in the fish oil market, business being largely of a routine nature, at unchanged prices. A somewhat better inquiry was noted late in the period, but this did not effect any material change in the volume of business done. Whale oil, natural winter, is offered at 78c, bleached is named at 80c, with extra bleached at 82c. Light pressed menhaden is held at 65c to 67c a gallon, for spot goods in barrels. Cod is bringing 60c to 62c, according to quantity. In producing centers cod oil is firmly held and is not being offered freely.

OLIVE OIL

Continues steady at unchanged prices. Spot commercial oil is held at \$1.20 a gallon, with shipment goods inside at \$1.17. Trading has not been particularly active, with most of the selling being done in small quantities.

OLIVE OIL FOOTS

Foots are named slightly under last month's closing prices. Down to $8\frac{3}{4}$ c a pound can be done, ranging to $8\frac{5}{8}$ c, according to quantity. These figures apply to both spot and future goods. The market is steady and oil is moving into consuming channels in a routine manner.

PALM OIL

Lower prices are noted in palm oil, owing to the weakness in tallow. Offerings are not heavy, but buyers have not been especially interested to counteract this. Lagos is quoted between $8\frac{5}{8}$ c and $8\frac{7}{8}$ c a pound, with Niger ranging from $8\frac{1}{4}$ c to $8\frac{3}{4}$ c.

PALM KERNEL OIL

Sellers are not offering goods as freely as at this time last month, but their prices are unchanged and are not proving sufficiently attractive to consumers. Quotations generally range between $10\frac{1}{2}$ c and $10\frac{3}{4}$ c a pound, as to quantity. It is reported possible to buy in some quarters at slightly under these prices. Shipment figures are no lower than spot quotations.

PEANUT OIL

Prices continue practically nominal, with offerings of crude oil few and far between.

Crude Corn Oil

Crude Soya Bean Oil

5% Yellow Olive Oil

Edible Sesame Oil

(10 Yellow, 1 Red)

Deodorized Cotton Oil

Salad Oil

Palm Kernel Oil (Bbbs.)

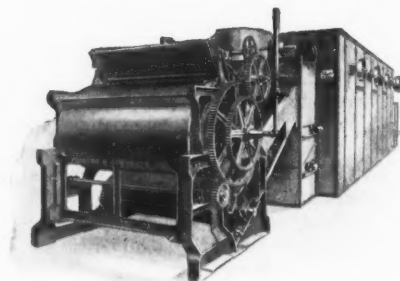
Palm Oil (Casks and Bbbs.)



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The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

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Goods in tanks at mills are named at 12c. with barrels 13c.

SOYA BEAN OIL

Offerings continue light, the spot market being practically a nominal one. Goods on the Coast were advanced to an inside of 10 $\frac{7}{8}$ c. for crude, late in June. Consumers have only been mildly interested, the shortage being made up in other lines.

STEARIC ACID

Prices have shown no change, but a lower tallow market has been responsible for softer conditions in stearic acid. Double pressed goods, in carloads, can be had at 13c. with similar quantities of triple pressed at 15c. Prices range to 13 $\frac{1}{2}$ c to 15 $\frac{1}{2}$ c respectively, as to quantity. Competition among makers continues keen.

TALLOW

Lack of business, prevailing until late in the period, coupled with increasing stocks, forced prices as low as 8 $\frac{1}{4}$ c f.o.b. works. The appearance of a considerable quantity of export business, as well as an increase in spot interest, developed an upward trend in the market, almost as soon as the low point was reached, and the period closed with consumers offering 8 $\frac{3}{4}$ c and sellers generally refusing less than 8 $\frac{1}{2}$ c. The market is conceded to be in good condition, with activity fair and prices steady.

Cook and Swan Merge with Young

Cook & Swan Co., New York, and Frank L. Young Co., Boston, vegetable, fish and animal oil houses, merged their businesses, on July 1, to form the Cook, Swan & Young Corp. The new company's offices will be at 66 Beaver St., New York, and 111 Purchase St., Boston. The refinery, at Bayway, N. J., formerly operated by Cook & Swan Co., will refine all of the new concern's oils. The officers of the new company are as follows: Gilbert P. Smith, president; J. Howard Smith, vice president; Dennis E. Bergen, second vice president; Percy L. Young, treasurer; Arthur C. Dunn, assistant treasurer; Walter C. Doscher, secretary; directors: Gilbert P. Smith, J. Howard Smith, Dennis E. Bergen, Percy L. Young, W. A. Robinson, Jr., Walter C. Doscher and Harold Young.

Free importation of all machinery and raw materials needed in the manufacture of soap for a period of ten years has been granted to the Compania Nacional de Industrias, Guatemala, by a presidential order.

The Naval Stores Review, Savannah, Ga., has recently issued a year book, "Gamble's Naval Stores Year Book" for 1926.

Trade Mark Record

(From Page 45)

cleaning compounds for painted, varnished, and enameled surfaces and marble and tile. Frank S. Lyndall, doing business as Elbar Laboratories and also as Elbar Chemical Co., Chicago, Ill. Filed October 24, 1925. Serial No. 222,265. Published January 12, 1926.

213,711—Dentifrices—namely, paste, powder, and liquid. Arthur C. Levering, Riderwood, Md. Filed January 23, 1926. Serial No. 266,294. Published March 16, 1926.

213,851—Solvent cleanser, water softener, and boiler compound. Angus Cameron, doing business as Associated Products Company, New York, N. Y., assignor to Helpa Products Corporation, New York, N. Y., a Corporation of New York. Filed December 19, 1925. Serial No. 224,901. Published March 2, 1926.

213,698—Preparation for cleaning and lubricating ferrotypes so that glossy prints on being dried will not stick so tightly as to become damaged while being removed from said ferrotypes. The Ferolene Sales Co., Kansas City, Mo. Filed December 26, 1925. Serial No. 225,182. Published March 16, 1926.

214,248—Shaving-soap cream and shaving sticks. The Dill Company, Norristown, Pa. Filed January 23, 1926. Serial No. 226,281. Published March 23, 1926.

214,215—Soap. F. M. Ballard, doing business as Simplex Soap Mfg. Company, Santa Barbara, Calif. Filed November 29, 1924. Serial No. 205,984. Published March 31, 1925.

214,258—Soluble powder adapted to be dissolved in water, used for general household cleaning purposes. Wash Chemical Co., Inc., Silver Spring, Md. Filed January 5, 1926. Serial No. 225,533. Published March 30, 1926.

214,250—Cleaner and cleaner powder—namely, laundry washing powder, creamery and dairy powder, dishwashing powder, and bottlers' powder. Paul Tump, Milwaukee, Wis. Filed January 20, 1926. Serial No. 226,178. Published March 30, 1926.

214,076—Washing and cleaning compound in crystal form, with incidental water-softening properties. Whistle Bottling Company, Johnsonburg, Pa. Filed June 11, 1925. Serial No. 215,663. Published March 16, 1926.

MYSORE GOVERNMENT

East Indian Sandalwood Oil

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Market Report on ESSENTIAL OILS AND AROMATICS

(As of July 7, 1926)

There has been less tendency for prices to decline since the middle of June. However, the market has been in a generally soft position owing mostly to a combination of small buying and the influence of the weakness in French exchange. The decline in the value of the franc did not affect values in the American markets as much during the first half of July as was noted during the month previous. The absence of buyers from the essential oil market has tended to keep the position weak, but it is expected that August will see the beginning of purchasing for fall requirements.

OIL ANISE

No change in the position has been noted. Demand has been small and prices have been shaded on one or two instances. Most buying has been of smaller lots at full prices. Technical oil 60c lb.; U. S. P. 65c and up.

OIL BERGAMOT

Bergamot remains unchanged with standard goods named at \$5.75 lb. by importers. Some lots are available at 25c under this price. Demand has been very quiet. The position abroad is not too certain, according to reports from Sicily.

OIL CASSIA

During the month, prices have continued to move down in spite of intermittent buying. Quantities are held to small quantities on the whole. Spot U. S. P. goods commanded \$2.25 to \$2.35 lb. at the close with technical oil at \$2.00 or slightly less.

OIL CEDAR

Cedarwood oil is still offering freely at 20c lb. ranging upward to 22½c as to seller and quantity. Cedarleaf oil is quiet at 85c to 95c as to seller and quality.

OIL CITRONELLA

Prices have moved still lower during the month. On spot, Ceylon oil has moved down to 42c lb. in drums with reports that this price has been shaded for a large lot. Cans are selling at 44c to 45c. Java oil also declined during the month and ranges from 58c lb. up in drums as to seller. Demand has been light for both kinds and stocks are reported quite large.

OIL GERANIUM

The weakness in the franc still tends to de-

press the position of geranium, along with lavender and other French oils, although there has been no appreciable change since last month in spot prices. Bourbon geranium is quoted at \$2.50 lb. up with African at \$2.60 to \$3.00 lb. Demand is confined mostly to smaller lots as buyers are apparently uncertain of the market.

OIL LAVENDER

The same is true of lavender as of geranium. The price was cut sharply to \$3.75 lb. for good grade flower oil a month ago and still holds at this level. The undertone of the market is soft owing to French exchange. Some sellers of lavender are not under \$4.00 for prime goods. Spike is held at \$1.00 lb. up.

OIL LEMON

Lemon was cabled higher from Messina toward the close of the period, but the spot market remained easy owing to lack of demand. Sellers here are asking \$2.25 lb. for standard goods in coppers.

OIL PEPPERMINT

Actual sales of 1926 distillation in the Middle West have not been reported as everything is being kept extremely quiet. Reports are heard that \$7.50 has been refused by farmer-distillers. On spot, the market shows no sign of weakening sharply in spite of the nearness of new oil. Holders are asking \$13.75 to \$14.25 lb. for natural and \$14.75 to \$15.00 for U. S. P. Demand is confined to small lots, apparently for hand to mouth needs.

OIL SANDALWOOD

This product has held strongly in the face of a declining market. Leading factors control the supply and price closely. Spot goods of Mysore oil quoted at \$7.10 lb. Australian sandalwood oil named at \$5.00 lb. unchanged.

MENTHOL

Although many in the trade thought that menthol was at bottom at \$4.75, the price broke further this month and sales were made down to \$4.25, subsequently moving up to \$4.35. Demand has been fair, but stocks both here and in Japan are ample. Synthetic menthol has been cut to \$3.50 in cases by the maker to meet competition from the natural.

TERPINEOL

Holds firm and unchanged at 30c lb. for C.P. in drums at works with cans two cents higher.

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Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of July 8, 1926)

Summer dullness has set in and outside of contract deliveries of standard chemicals, buying is of a hand-to-mouth variety. The quiet tone of the market has had little effect on prices as a whole, although here and there, some items are lower as a result of small demand. The average of all chemical prices is slightly lower than it was a month ago, but this is more or less expected during the summer season. Buyers are apparently looking more to fall requirements and preparing to cover future needs rather than giving the spot market any marked attention.

CRESYLIC ACID

Lack of demand over the past month has brought out lower prices. The easier condition developed about the middle of June and has not changed a great deal since that time. Stocks are not greatly in excess, but the amount of business continues small. Pale 97-99 acid is quoted at 59c gal. all the way to 70c according to seller and quality. Dark material was held at 57c up to 65c gal. Foreign prices are well held at prices on a parity with American quotations.

ALKALIES

The heavy consumption of alkalis continues with producers reporting a steady movement of goods from plants into consumption. Although alkali output of the country has increased, the more or less unexpected and record breaking demand of 1926 thus far, has found no difficulty in taking up full production. This has had the effect of holding the alkali market very strong through what had previously been anticipated by some factors as a highly competitive period. Shipments of both ash and caustic soda through the summer are expected to keep to full contract quantities, a rather unusual warm weather condition. All prices hold unchanged at previously noted levels.

CAUSTIC POTASH

Demand for potash has likewise continued good. Shipments have held up although new spot sales have not been as heavy as previously noted. Stocks are quite closely held and both makers and importers state that there is no excess on the American market. Solid in drums is quoted unchanged at 7½c to 7½c lb. works

or dock. Liquid potash named at 3¼c lb. for 45% KOH in tanks at maker's works.

TRISODIUM PHOSPHATE

Although there has been a steady demand for trisodium phosphate from consumers, and movement of goods on previous orders has been well sustained, there has been less business during the period and the market does not present a sold appearance as previously. Prices are nevertheless firm and unchanged at 4½c to 5c lb. for material in barrels.

GLYCERIN

The glycerin market has been spectacular to say the least, during the period. Sharp upward movements in prices indicated short stocks and small offerings from the usual channels. Early in July, however, the heavy demand fell off somewhat, possibly due to the season or perhaps to the high prices ruling. C. P. played a prominent part in the market with prices at 30c to 32c lb. and stocks very limited. Dynamite sold up to 28½c drums, with lye at 19c and saponification at 22c lb. Prices for crudes abroad were lower than these figures at the close. (See Page 15.)

ROSINS

Although shipments of rosin to Savannah and Jacksonville were reported large during the period, outgoing shipments were also fairly heavy. During the month, rosin prices gained ground, B selling at \$12.60 bbl. at the close as compared with \$10.50 last month, and \$7.50 bbl. on or about May 1. Other prices were up correspondingly, E at \$13.60, H at \$13.90; K at \$14.05; M at \$15.00; WG at \$15.60; WW at \$15.95, all New York. At Savannah, in spite of heavy receipts from the country, prices rose steadily toward the close, with B closing at \$10.55, ranging to \$14.00 for WW. An expected heavy receipt of goods with increase in stocks at Southern points may affect the price over the next few weeks.

CREOSOTE OIL

Demand has been steady and stocks in producers' hands are not large. Prices are firmly maintained at 14c to 15c gal. works. In tar acid oil, the market was little changed with prices firm at 26c up to 30c gal. according to percentage of tar acids. Govt. contract for 20,000 gals. creosote oil awarded at 15c gal. at New Orleans.

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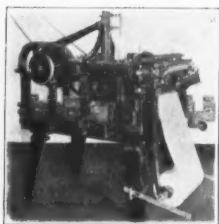
Chemicals

Oils—Fats—Greases

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09 ¹ / ₂	.10
Cresylic, 95%, dk., drums	gal.	.57	.63
97.99%, pale, drums	gal.	.59	.65
Formic, 85%, tech.	lb.	.10 ¹ / ₂	.11
Oxalic, bbls.	lb.	.14	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext. gal.	gal.	.30	.40
Ammonia Water, 26 deg., drums wks.	lb.	.04	.06
18 deg. drums wks.	lb.	.03 ¹ / ₂	.04
Ammonium Carbonate, tech., bbls.	lb.	.11	.14
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.90	1.00
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Bran, pd., cryst., bbls., kgs.	lb.	.05 ¹ / ₂	.06
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.06 ¹ / ₂	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Creosote, U. S. P., carbys.	lb.	.42	.45
Cresol, U. S. P., carbys.	lb.	.24	.25
Creosote Oil, drums	gal.	.14	.17
Epsom Salt tech.	100 lb.	2.00	2.25
U. S. P., bbls.	100 lb.	2.50	3.00
Formaldehyde, bbls.	lb.	.09 ¹ / ₂	.10
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.30	.32
Dynamite, drums	lb.	.28	.29
Saponification, tanks	lb.	.22	.23
Soap, Lye, tanks	lb.	.19	.20
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol, cases	lb.	4.35	4.50
Synthetic	lb.	3.50	3.75
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.06 ¹ / ₂	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07 ¹ / ₂	.10
Paradichlorobenzene, bbls.	lb.	.20	.22
Parafomaldehyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.23	.25
Pine Oil, bbls.	gal.	.62	.70
Potash, Caustic, drums	lb.	.07 ¹ / ₂	.08
Potassium Bichromate, casks	lb.	.09	.09 ¹ / ₂
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)			
Grade B to H, basis 280 lb. bbl.	lbb.	12.60	13.90
Grade K to N	lbb.	14.05	15.25
Grade WG and WW	lbb.	15.60	15.95
Rotten Stone, powd., bbls.	lb.	.02 ¹ / ₂	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.48	1.50
Five bbls. un. local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld.	100 lb.	3.10	3.30
Five drums un. solid, local	100 lb.	3.76	3.90
Five drums un. grnd. bk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09	.10
Sodium Hydrosulphate, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.21	.23

Castor, No. 1, bbls.	lb.	.13 ¹ / ₄	.14
No. 3, bbls.	lb.	.12 ¹ / ₄	.13
Blown, bbls.	lb.	—	.15 ¹ / ₂
Coconut, Ceylon, bbls., N. Y.	lb.	—	.11 ¹ / ₄
Tanks, Coast	lb.	.10	.10 ¹ / ₈
Manila, bbls., N. Y.	lb.	—	.11 ¹ / ₄
Tanks, Pacific Coast	lb.	.10	.10 ¹ / ₈
Edible, bbls., N. Y.	lb.	—	.13
Cod, Newfoundland, bbls.	gal.	.60	.65
Tanks, N. Y.	gal.	.58	.60
Copra, bags	lb.	—	.05 ¹ / ₄
Corn, ref., bbls., N. Y.	lb.	—	.15
Crude, tanks mills	lb.	—	.13
Bbls., N. Y.	lb.	—	.14
Cottonseed, crude, tanks mill.	lb.	—	—
PSV, bbls., N. Y.	lb.	—	.14 ¹ / ₂
Degras, Amer., bbls., N. Y.	lb.	.05	.05 ¹ / ₂
English, light, bbls., N. Y.	lb.	.05 ¹ / ₄	.05 ¹ / ₂
Brown, bbls., N. Y.	lb.	.05	.05 ¹ / ₂
Light brown, bbls., N. Y.	lb.	.04 ¹ / ₂	.04 ¹ / ₂
Dark, bbls., N. Y.	lb.	.04	.04 ¹ / ₂
Neutral, bbls., N. Y.	lb.	.09	.09
Moellon, bbls., N. Y.	gal.	—	.50
Greases, choice white, bbls., N. Y.	lb.	.12	.13
Yellow	lb.	—	.07 ¹ / ₄
Brown	lb.	—	.07 ¹ / ₄
House	lb.	—	.07 ¹ / ₄
Bone naphtha	lb.	—	.07 ¹ / ₄
Lard, prime steam, bbls.	lb.	.18-7/9	.19
Compounds, bbls.	lb.	—	.17
Lard Oil, edible prime	lb.	—	.17
Off prime, bbls.	lb.	—	.14 ¹ / ₄
Extra, bbls.	lb.	—	.14 ¹ / ₄
Extra, No. 1, bbls.	lb.	—	.12 ¹ / ₈
No. 2, bbls.	lb.	—	.12
Linseed, raw, bbls., spot	lb.	.11 ¹ / ₂	.12
Tanks, raw	lb.	.10 ¹ / ₂	.11
Boiled, 5 bbl. lots	lb.	.12 ¹ / ₂	.12 ¹ / ₂
Menhaden, crude, bbls., works	gal.	—	—
Crude, tanks, Balt.	lb.	.65	.65
Light pressed, bbls.	gal.	.68	.70
Yellow, bleached, bbls.	gal.	.68	.70
Extra bleached, bbls.	gal.	.70	.72
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.14 ¹ / ₄
No. 2, bbls., N. Y.	lb.	—	.12 ¹ / ₂
No. 3, bbls., N. Y.	lb.	—	.11 ¹ / ₂
Olive, denatured, bbls., N. Y.	gal.	1.17	1.20
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	.08 ¹ / ₂	.08 ¹ / ₄
Shipments	lb.	.08 ¹ / ₂	.08 ¹ / ₄
Palm, Lagos, casks	lb.	.085 ⁸ / ₈	.09
Niger, casks	lb.	.08 ¹ / ₄	.09
Palm Kernel, bbl., N. Y.	lb.	.10 ¹ / ₂	.10 ¹ / ₈
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.	—	.13
Red Oil, distilled, bbls.	lb.	—	.09 ¹ / ₄
Saponified, bbls.	lb.	.11	.11 ¹ / ₂
Tanks	lb.	—	.09 ¹ / ₄
Soya Bean, crude, tks., Pacific Coast.	lb.	—	.11
Crude, tanks, N. Y.	lb.	—	.14
Crude, bbls., N. Y.	lb.	—	.13 ¹ / ₂
Refined, bbls., N. Y.	lb.	—	.15
Stearic Acid, s. p. 200 lb. bags	lb.	—	.13
Double pressed	lb.	.13	.13 ¹ / ₂
Triple pressed, bgs.	lb.	.15	.15 ¹ / ₂
Stearine oleo, bbls.	lb.	—	.14 ¹ / ₈
Tallow, edible tierces	lb.	—	.10 ¹ / ₄
City, extra loose	lb.	—	.08 ¹ / ₈
Tallow oils, acidless, tanks, N. Y.	lb.	—	.12
Bbls., c/1, N. Y.	lb.	—	.13
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Blehd., winter, bbls., N. Y.	gal.	—	.80
Extra blehd., bbls., N. Y.	gal.	—	.82

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Eucaly
Fennel
Gerani
Bou
Hemlo
Lavend
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Lemon
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Tech
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CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Aromatic Chemicals

Almond, Bitter, U. S. P.	lb.	3.00	3.50
Bitteroff, P. A.	lb.	3.25	3.75
Sweet, cans	lb.	.85	.95
Apricot, Kernel, cans	lb.	.60	.65
Anise, Tech., cans	lb.	.55	.60
U. S. P., cans	lb.	.60	.65
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.00	2.10
Bergamot, coppers	lb.	5.75	6.50
Artificial, cans	lb.	2.00	2.20
Brech Tar, rect., bot.	lb.	.50	.60
Crude, tins	lb.	.18	.20
Bois de Rose, tins	lb.	2.50	3.00
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	—	.14½
White, drums	lb.	—	.12
Cananga, native, tins	lb.	5.00	5.50
Rectified, tins	lb.	5.25	5.50
Cassia, 80-85%	lb.	2.00	2.25
Redistilled, U. S. P., cans	lb.	2.30	2.40
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.20	.23
Citronella, Ceylon, drums	lb.	.42	.45
Java, drums	lb.	.58	.65
Cloves, U. S. P., cans	lb.	1.80	1.90
Copaiba	lb.	.40	.45
Erigeron, 20 lb. tins	lb.	6.00	6.25
Eucalyptus, Austl., U. S. P., cans	lb.	.52	.55
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	2.75	3.00
Bourbon, tins	lb.	2.50	2.75
Hemlock, tins	lb.	.85	.90
Lavender, U. S. P., tins	lb.	3.75	4.25
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., S. P.	lb.	2.25	2.50
Lemongrass, native, cans	lb.	1.05	1.10
Linaloe, Mex., cases	lb.	2.50	2.75
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.60	2.75
Italian, cop.	lb.	2.75	3.00
Distilled	lb.	1.70	1.80
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	6.75	7.00
Pennyroyal, dom.	lb.	2.25	2.50
Imported	lb.	2.10	2.25
Peppermint, nat. cases	lb.	13.75	14.25
Rediss., U. S. P., cases	lb.	14.50	15.00
Jap. demen. (in bond)	lb.	3.00	3.25
Petit Grain, S. A., tins	lb.	2.10	2.20
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.50	.60
Tech., lb. tins	lb.	.40	.45
Sandalwood, E. Ind., U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	1.80	2.00
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.25	.28
Spearmint, U. S. P.	lb.	5.75	6.00
Spruce	lb.	.85	.90
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetiver, Bourbon	lb.	15.00	17.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	8.00

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.50	6.50
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	3.60	3.75

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	6.00	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	2.50	2.75
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	5.00	9.50
Menthol	lb.	3.50	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.37	.42
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	8.00	9.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	7.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.50	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs.	lb.	.30	.31
Cans	lb.	.32	.33
Vanillin, U. S. P.	lb.	7.00	7.50

Miscellaneous

Insect Powder, bbls.	lb.	.28	.30
Gums—			
Arabic, Amb. Sts.	lb.	.12	.14
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.21	.22
Bees, white	lb.	.60	.65
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.47	.50
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	.48	.50
No. 2, Yel.	lb.	.45	.47
No. 3, Chalky	lb.	.38	.40
Japan, cases	lb.	.18	.19
Paraffin, ref. 125-130	lb.	.06½	.07
Pine Oil, stm. dist.	gal.	.65	.70
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

Trageser Steel Drums— *are built to last!*



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES
BLACK - GALVANIZED - TINNED

We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

JOHN TRAGESER STEAM COPPER WORKS

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NEW YORK CITY

Caustic Potash

CONSOLIDIRTE ALKALIWERKE, WESTEREGELN

90/92%

Electrolytic

Fused — Broken — Flakes — Powder

All Caustic Potash manufactured by Consolidirte Alkaliwerke is guaranteed to contain a minimum of 90% actual KOH.

Sole American Agents

THE SUPERFOS COMPANY

535 Pearl Street

New York City

Comments on the Convention

(Continued from Page 57)

playing a ukelele obligado, entitled: "Cresolis, You May be U. S. P., but You've Got to Prove It to Me."

A cablegram of good wishes was received by the meeting from W. H. Gesell of Lehn & Fink, who was on the Continent across the pond where disinfectant sales are inversely proportional to the population.

W. H. Wood of Toronto, otherwise known as Woody, Woodsy, and "Eighty-mile-an-hour Wood," breezed in on the meeting with a pocket full of samples of liquid soaps and a pack of energy. When we hear about American energy, it is to laugh. What about Canadian energy? Look at Ponder and Wood! Woody also demonstrated with the Jordan car the points of several four-wheel brake stories to the complete satisfaction of the members present.

Pittsburgh Venom, the latest knock-'em-dead of Gulf Refining, was represented by Wallace Thomas who had no trouble holding his own with Bailey, Stone, Powell, McCormick, et al.

Mustard may not be an insecticide or disinfectant, but Charley McCormick is reputed to have sold five barrels in Quebec during the convention.

Karl Dolge of Westport, Conn., and Paris, was observed in serious conference with Jake Brenn on the last day of the meeting. After the confab, both announced that the liquid soap trade had no further problems to solve.


Campbell Baird likes mountain climbing. It is reputed that he will visit the Alps next summer—what again?

Fred Hoyt is said to be strongly against giving a 14 K. gold Waltham watch with each five gallon can of liquid soap or disinfectant sold to sheriffs, jailers, and other honest public servants.

Joe Gillis of Samuel Cabot, Inc., Boston, speaks Chinese like a native of Boston might be expected to speak Chinese. When not studying Chinese, Joe sells pitch, and lots of it.

The "Insecticide Blues," a new musical creation, is reported about ready for the press.

DIAMOND ALKALIES



*to meet every test of the
keen Alkali buyer!*

Diamond Alkalies include

- 58% Soda Ash
-
- 76% Caustic Soda
-
- Bicarbonate of Soda
-
- Modified Sodas
-
- Special Alkalies

SODA ASH

CAUSTIC SODA

TEXTILE SODA

BICARBONATE of SODA

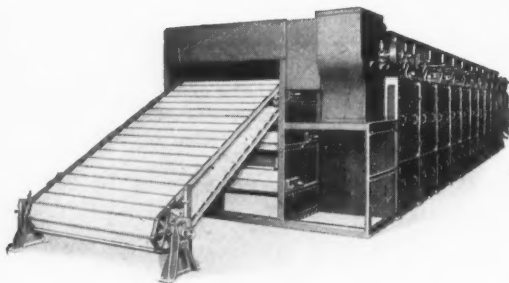
MODIFIED SODA

SPECIAL ALKALI

DIAMOND ALKALI COMPANY

PITTSBURGH, PA.

On drying Soap



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Shelf Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

LIQUID CAUSTIC POTASH

45% KOH Liquor—half the strength of 88-92% Fused

In tank cars and returnable drums—55 and 110 gal.

Saves money, time, temper and labor.

Benzaldehyde

(Artificial Oil of Bitter Almonds)

Tech., U. S. P. IX, F. F. C.
In tin-lined drums,
100 lb. and 40 lb. carboys.

Paradichlorobenzene

(Pure)

For making deodorizing
blocks, moth preventatives,
etc. Barrels, Kegs and Cans.

SEMET SOLVAY COMPANY

Sales Department

40 RECTOR STREET

NEW YORK CITY

The first line goes: "Why Can't We Sell 'Em in December As We Do In May?"

The only non-skid peas in existence were served at the Frontenac. Each pea was equipped with a sprout resembling a Weed chain. Doubters may consult J. W. Bailey.

At any rate, the summer meeting next year will be held in the Middle-West, out among the great open spaces where men are men and they use machine guns on public officials who get too fresh.

Report of Quebec Meeting

(Continued from Page 53)

hope, is the positive determination chemically of the true insecticidal value of pyrethrum, even though it may have been cleverly adulterated whereby this would escape detection by the analytical and microscopical tests so far developed.

G. R. RINKE.

After a rising vote of thanks to President Fred Hoyt and Secretary Harry Cole for their work during the past six months in behalf of the Association, the final session of the Quebec meeting adjourned at 12.10 P. M. Wednesday, June 16.

A Letter on Cresylic Acid

(Continued from Page 57)

rience a recurrence, we will say, of foot and mouth disease, as happened some time ago in the Chicago district, or some other pest, affecting agriculture, you would either have to be satisfied with a limited supply of tar acid antedotes or pay an exalted price to obtain supplies from abroad.

"COMMONSENSE."

London, May 28, 1926.

Limit Arsenic in Sheep Dips

Under the English Sheep Dips (Regulation) Order, 1926, which came into operation on May 15, the Minister of Agriculture and Fisheries, by virtue of and in exercise of the powers vested in him under the Diseases of Animals Acts, 1894 to 1925, orders as follows:—

1. Where, by any Order of the Minister or by any regulation of a Local Authority made thereunder, the dipping of sheep twice in an approved sheep dip is required, with an interval of not less than 7, and not more than 14, days between the two dippings, the use for the second dipping of any dip containing arsenic is hereby prohibited.

2. (1) Every package or vessel containing

HENDERSON

Labels and Package Dressings

FOR

Soaps, Perfumes and Toilet Preparations

are unsurpassed in quality, attractiveness and price.

Our sixty-eight years experience insures EXPERT attention to all the details of your specific order.

We Carry the

LARGEST LINE OF HIGH GRADE, EXCLUSIVELY DESIGNED STOCK LABELS FOR PERFUMES AND TOILET PREPARATIONS IN THE WORLD

For \$2.00 we'll send you our complete sample line, approximately 1400 designs. The \$2.00 will then be credited to you on receipt of your order.

THE HENDERSON LITHOGRAPHING COMPANY
4530 MAIN STREET NORWOOD. CINCINNATI, OHIO



**"Mechling Brands
Fill All Demands"**

For You—

to keep your soap of standard quality, it's necessary that the ingredients be of standard quality.

To realize that you can always depend upon the unvarying quality of our Silicate of Soda is to know that your soap will be of constant standard.

MECHLING BROS. CHEMICAL CO.

Philadelphia, Pa.

Camden, N. J.

Boston, Mass.

TRI-SODIUM PHOSPHATE

The uniformly high quality of the General Chemical Company's output of Tri-Sodium



Phosphate justifies its adoption as standard by discriminating buyers.

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Cable Address: Lycurgus, N. Y.

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Los Angeles

Philadelphia
Pittsburgh

Providence
San Francisco
St. Louis

The Nichols Chemical Co., Ltd., Montreal

THE S & S TIGHT-WRAPPED PACKAGE

Manufacturers seeking a satisfactory container for soap products will find the answer in the Stokes & Smith Tight-Wrapped Package.

This package is the ideal container for soap products, because:
It is inexpensive.

It helps to maintain the moisture content of the product.

It is proof against sifting.

It has great advertising value.

Let us send you complete details together with a sample Stokes & Smith Tight-Wrapped Package.

**S & S Box-Wrapping Machines for Paper Boxes
S & S Package-Wrapping Machines for Packages**

STOKES & SMITH COMPANY

Summerdale Avenue near Roosevelt Boulevard
PHILADELPHIA, U. S. A.



an approved sheep dip shall, before being placed on sale or delivered to a purchaser, be clearly and distinctly labelled by the manufacturer or vendor thereof, in a form approved by the Minister.

(2) In the case of every approved sheep dip of which arsenic is an ingredient the label shall include an additional statement to the effect that the dip contains arsenic and that its use for a second dipping, in cases where sheep are required by any such Order or regulation to be dipped twice with an interval of not less than 7 and not more than 14 days between the two dippings, is prohibited.

The Selig Company of Atlanta, Ga., recently introduced into the retail market their new household insecticide called Se-Fly-Go. They have started extensive advertising campaigns in Georgia and Florida.

Mr. and Mrs. Simon Selig with their daughter, Miss Dorothy Mae Selig, and their son, Master Simon Printz Selig recently sailed on the *U.S.S. Majestic* for an extended tour of Europe, which will last five or six months.

The present annual production of creosote oil in Germany is approximately 400,000 metric tons. The 1925 exports of heavy coal-tar oils, including creosote, amounted to nearly 161,000 tons, which is about three times the 1924 export of 57,000 tons. Pre-war (1913) exports were 132,000 tons. Of the 1925 total, only 8 per cent. or 13,000 tons were sold in the United States. Germany's import of this oil is negligible, and it may be concluded from the above figures that the domestic consumption is about 200,000 tons, used chiefly for preserving railroad ties and telegraph poles.

Peru imported insecticides, powders and disinfectants, valued at about \$32,000, during 1924. These figures show a relatively small market, which might very well be profitably expanded. If the market is to be extended the Peruvians must be taught to employ insecticides in fighting insect pests and household sanitation must be encouraged.

A patent for a polishing composition has recently been granted to Fred W. Alpers, Muskegon, Mich. American Patent No. 1,588,290.

"COLUMBIA BRAND"

Caustic Soda

SOLID — FLAKE
GROUND — LIQUID



Soda Ash

LIGHT —
DENSE

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

QUALITY

SERVICE

Address all Communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.,
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

A new bulletin

"Silicate of Soda in Soap Making"

A 12 page folder, describing the action of silicates in soap; also contains formulae for boiled, semi-boiled and cold soaps.

Requests solicited

Philadelphia Quartz Co.
Philadelphia, Pa.

FOR SALE

Good Equipment at Bargain Prices

- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30".
- 8 Crutchers—Dopp & H-A—Strunz — 1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42"
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST
SELL US YOUR IDLE EQUIPMENT

Consolidated Products Co., Inc.
15 Park Row, New York City

FOR IMMEDIATE SHIPMENT FROM
OUR OWN WAREHOUSE
NO REASONABLE OFFER REFUSED
THESE ITEMS MUST BE REMOVED

Crutchers—

- 4 Houchin-Aiken Jacketed (Vert.), 1200, 1500, 3000 & 6500 lbs.

Cutters and Slabbers—

- 1 Huber wood frame cross cutting table (power)
- 1 Huber wood Slabber (hand power)
- 1 Houchin-Aiken wood Slabber (power)
- 1 Houchin-Aiken steel frame Slabber (power)

Dryer—

- 1 Sargent Automatic Soap Chip Dryer, 1200 # per hour, complete with chilling rolls.

Filter Presses—

- 8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.

Engines—

- 2 Vertical Engines, 15 and 25 H.P.

Evaporator—

- 1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.

Presses—

- 1 Houchin-Aiken Foot Press
- 1 Jones Automatic Press

Frames—

- 250—1200 # capacity—steel sides

Pumps—

- 4 Worthington Duplex Steam Pumps
- 9 Centrifugal and Rotary Iron Pumps

Plodders—

- 2—8" and 10" Houchin-Aiken

Tanks and Kettles—

- 30 Jacketed Iron Kettles, 10-2000 gals.
- 20 Steel Storage Tanks, 100-12000 gals.
- 10 Copper & Aluminum Jacketed Kettles, 10 to 200 gals.
- 4 Vert. Copper Storage Tanks, 1400 gals.

STEIN - BRILL CORP.
25 Church Street
New York City
Phones—Rector 3168-9

BENTONITE -

will cut soap costs without lowering quality. Not merely an inert filler, but improves lathering and detergent properties. Holds over four times its weight of water. Used up to 50%, makes a cake which is superior to soap alone in appearance, detergent and keeping qualities. In powder form, free from grit and cheap.

An ideal product to reduce costs on laundry and toilet soaps, as well as others. Used like ordinary fillers.

Send for sample to test yourself.

**Goodrich, Eshbaugh
Chemical Laboratories,
Incorporated**

35-37 West 39th St., New York

CLASSIFIED ADVERTISING

Soap Maker Wanted—Established plant on Western Coast, capitalized \$150,000, can use experienced soap maker and superintendent capable of assuming complete charge of production end. Must know bar soaps, liquid, potash, textile and automobile soaps, laundry powders, chips, glycerine recovery. Right man would be asked to make large enough investment to assure his loyalty and permanency. State age, experience, previous employment and all details. Box 154, care of SOAP.

Soap Filler—We offer powdered bentonite for prompt shipment. The ideal filling material for soaps, cleaning compounds, etc. Send for sample and prices. Acme Oil Corp., 189 N. Clark St., Chicago.

Chemist—University graduate with five years experience in analytical and research work including oils, greases, soaps, and one

year on production in soap plant, desires position in soap or allied industry where ability and honest effort may be recognized. Production preferred. Box 153, care SOAP.

Sales Agent—Manufacturer of soap raw material will consider appointment of sales agent in Middle West. Firm now having representatives calling on soap trade only will be considered. Well-advertised product. Write to Box 142, care SOAP.

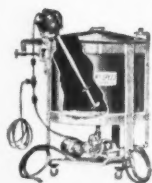
Position wanted—By first-class soapmaker and chemist, 36 years old, with long years' experience, all kinds of laundry and toilet soaps, hard and soft, perfumes and cosmetics. Splitting and distillation of fats; recovery and refining of glycerin. Executive ability, originating talent, up-to-date. References. Box 152, care of SOAP.

Have you returned your Questionnaire?

AS announced in the June issue of SOAP, questionnaires were sent the entire industry asking for information regarding trade names and types of products manufactured. We have had close to a fifty percent response so far. If you haven't filled in a questionnaire please do so and send it to us at your earliest opportunity. In case your blank has been misplaced let us hear from you and another will be sent.

"HY-SPEED"

LIQUID HANDLING MACHINES
ARE USED IN THOUSANDS OF
PLANTS



Filter tank
with mixer

"Hy-Speed" Electric Filter Tank

A complete manufacturing unit. Empties barrels, mixes, filters, pumps finished liquid anywhere. 700 sq. in. filtering area. Glass coated tank, 70 gal. capacity. Portable.



"Hy-Speed" "Push- Pull" Mixers

Portable, clamp to any tank up to 3,000 gals. cap. Models for all mixing problems including acids.

Geared Type
Electric Mixer



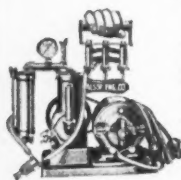
Portable Elec-
tric Pump

"Hy-Speed" Portable Electric Pump

Solid bronze—positive pressure. Empties barrels, tanks, etc., pressure release and shut-off nozzle can be supplied for filling cans, jugs, etc.

Vacuum Bottle Filler

Fastest and lowest priced. Fills all size bottles with any liquid, including acids, iodine, peroxide, etc., brass or hard rubber fittings.



Vacuum
Bottle Filler

Glass Coated Equipment

We manufacture a complete line of tanks glass coated inside and outside, up to 250 gallons in size. Square, round, open or closed models at lowest prices.

Write for complete
circulars.

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47 West 63rd Street
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We also make
dispensers

CLIFTON LIQUID SOAP BASE

*Highly Concentrated
Sparkling Clear*

Makes a soft smooth liquid soap when dissolved in water,—and at a price so low that it will surprise you.

There is a mighty fine profit in Liquid Soap if you use Clifton Base.

CLIFTON CHEMICAL COMPANY, Inc.
244 FRONT ST. Clifton Building NEW YORK CITY

“SOAPOL”

(Reg. U. S. Patent Office)

*Twelve different types
of soap perfume oils
of excellent quality*
for 30¢ to \$2.65 per pound

We are direct importers of
PURE SPANISH OILS
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